End Semester Examination, MAY 2017
BBA (G) IB- Third Semester
ACCOUNTING PRINCIPLES(2.101)

Time: 3 hrs
Max Marks: 60
No. of pages: 2

Note: Attempt five questions in all; Q.1 is compulsory. Attempt any two questions from Part A and two questions from Part B. All questions carry equal marks.

Q.1 Write short notes on (any three):
(a) Branches of accounting.
(b) Users of accounting information.
(c) Periodic and perpetual inventory system.
(d) Fixed assets.

Q.2 Prepare journal and ledger form the following of ABC Co. Ltd.
June 1 2016: Paid cash to Mahesh Rs. 9600 and discount received from him Rs. 400.
June 4 2016: Received cash form Arun Rs. 4900 and discount allowed to him Rs. 100.
June 10: Goods sold to Harish Rs. 30,000.
June 14: Received cash form Harish Rs. 27,500 in full statement of his account.
June 20: Sold goods to Gopal of the list price of Rs. 60,000 at 10% trade discount.

Q.3 Attempt the following:
(a) Prepare accounting equation form the following:
   i) Rohit started business with cash Rs. 1,50,000.
   ii) The purchased goods from Ram on credit Rs. 50,000.
   iii) Sold goods for (profit Rs. 3000) 9000.
   iv) Paid salary Rs. 12,000.
   v) Purchased office furniture Rs. 14,000.
   vi) Paid telephone bill amounting to Rs. 300.
(b) Differentiate between accrual and cash accounting.

Q.4 Explain the concept of accounting with suitable examples. Explain steps involved in accounting in detail.

Q.5 At the beginning of Jan 2012 A Ltd. had in stock 200 units @ Rs. 25 per unit. Further information for the month of January is as follows:

January 2012
2 Purchases: 400 units @ Rs. 30 per unit.
5 Sales: 300 units @ Rs. 40 per unit.
10 Purchases: 500 units @ Rs. 35 per unit.
15 Sales: 200 units @ Rs. 40 per unit.
20 Sales: 200 units @ Rs. 42 per unit.
25 Purchases: 600 units @ Rs. 36 per unit.
28 Sales: 300 units @ Rs. 42 per unit.
Calculate the cost of closing inventory by FIFO.
Q.6  Attempt the following:
   a) Explain cash flow from investing activities.
   b) Write rectifying correct and wrong entry for the following:
      i) The total of sales return book has been under cost by Rs. 1000.
      ii) Cost of repairing one machine is Rs. 100 has been changed to machinery account.
      iii) The sales proceeds of old furniture amounting to Rs. 1500 were credited to the sales account.

Q.7  a) What is depreciation? Explain various factors required for computation of depreciation.
     b) A machine is purchased for Rs. 95,000 and Rs. 5,000 is spent on its installation. Residual value of the machine is Rs. 6,250. Useful life of the machine is 4 years.
End Semester Examination, MAY 2017
BBA (G) IB- First Semester
MANAGEMENT PRINCIPLES (2.102 / 367.102A)

Time: 3 hrs
Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Answer any three in brief:
   a) Write a short note on controlling function of management.
   b) Explain vision and mission of an organization.
   c) Explain levels of conflict.
   d) Discuss importance of non-verbal communication.

**PART-A**

Q.2 Elaborate various steps involved in decision making with the help of suitable examples.
   12

Q.3 Explain formal and informal organizations. What are the basis on which departmentation is done in formal organizations? Explain with example.
   12

Q.4 Explain various types of environment. Describe the importance of culture in various types of environment and show its relationship with ethical environment of an organization.
   12

**PART-B**

Q.5 Explain various types of conflicts. How an organizational conflict can be managed?
   12

Q.6 Write short note on any three of the following:
   a) Group communication.
   b) Two factor theory of motivation.
   c) Managerial grid of leadership.
   d) McClelland’s acquired need theory.
   12

Q.7 What are various types of control? Explain few managerial approaches to implement controls.
   12
Q.1 Attempt any five questions of the following:
   a) Abbreviate SWOT analysis.
   b) Explain holistic marketing concept.
   c) What all the disadvantages of secondary data?
   d) Explain marketing mix with one example.
   e) Explain customer delivered value.
   f) Explain the concept of negative demand with example.

**PART-A**

Q.2 Explain any two internal and external environmental forces that affects marketing decisions.

Q.3 If you owned a restaurant, give five types of information you would like to get from you customers. The parameters of information are given below:
   a) Likes / dislikes.
   b) Value for money.
   c) Menu suggestions.
   d) Opening hours.
   e) Promotional ideas.

Q.4 Explain the importance of marketing information systems. Explain its subsystems with the help of flow chart.

**PART-B**

Q.5 Explain various levels of product and explain each of its level with respect to tourism industry.

Q.6 a) Explain the term supply chain management.
    b) Explain the importance of placement of a product in any market. Take an example of yakult to explain the concept.

Q.7 Read the case study and answers the following questions:
   It's a brand that's been growing steadily over the years. And increasing the audience that it addresses as well. The new ad campaign of the Rs. 600 crore Horlicks brand is just hitting national networks and the message is clear, 'many things to many people'. Although Horlicks features in the top 10 of most consumer survey. This is one of its highest ratings so far. Simons J. Scarf, managing director, Smith Kline Beecham Consumer Healthcare (SBCH), says, "We're delighted at the rating that Horlicks has got in the survey. We're obviously aware of the power of Horlicks through our closeness to consumers, but it is always nice to get independent acknowledgement of the fact."
The flagship of SBCH, Horlicks has been showing consistent annual value growth of about 25 per cent in the last three years and more is expected which is why SBCH is busy setting up a Rs. 250 crore dedicated Horlicks facility at Sonepat, Haryana. Invented in 1873 by James Horlicks, the brand has been available in India for 70 years. From being a drink taken only during convalescence the brand has repositioned itself since the seventies as a 'great family nourished'.

Explains Scarf, "We have nurtured the equity of Horlicks carefully over the years and this has resulted in a unique relationship between the brand and millions of consumers across India". In fact, the company's consumer research shows that consumers over time and experience have developed an emotional bonding with the brand. That's something they find more powerful than a rational bonding. Vibrancy has been maintained despite its mature age by avoiding complacency. Most big brands with huge equities tend to fall to the temptation of sitting tight. And that in turn can result in a brand losing relevance.

But Horlicks has taken a proactive stance. Explains R. Shyam Sundar, head of marketing — nutritional business, "Our learning has been that if there is a big brand with a lot of equity and it does nothing new, someone else usually comes in and segments the market. If instead, the market leader is the one to segment, he can gain the most". So before anyone else could, the company stake out some new turf. Which is why Horlicks has come out with new products such as Junior Horlicks, Mother's Horlicks and Horlicks Biscuits? The idea here is to extend the core values to new formats and benefits. And that in turn grows the market. Take biscuits, they have meant a different distribution and marketing technique — allowing access to the brand at a low price. And that gives the brand a means to get into smaller outlets — including the corner 'pan-bidi' shop where it never could have been before.
Even if products like Junior Horlicks cannibalize the mother brand, at least 80 percent of its users are new incremental consumers.

**Questions:**

a) Discuss the role of brand research in marketing.  
b) Discuss the importance of new product development with respect of Horlicks.
Q.1 Write short notes on any five of the following:
   a) Netiquettes.
   b) Levels of listening.
   c) Negotiation.
   d) Downward communication.
   e) Horizontal communication.
   f) Vertical communication.
   
   **PART-A**

Q.2 How are meetings in business organizations conducted? Explain their importance to the organization.

Q.3 Explain the process of communications. Discuss the barriers that make communication incomplete.

Q.4 Write short notes on the following:
   a) Oral presentation.
   b) Persuasive communication.

   **PART-B**

Q.5 Write short notes on the following:
   a) E-mail communication.
   b) Memo's.

Q.6 Write a letter to Amazon.com from you had ordered two shirts, complaining against the incorrect stuff sent to you. Also tell them how you would like to be compensated for the wrong order sent to you.

Q.7 Write an essay on any one of the following:
   a) Necessity is the mother of invention.
   b) Saving the environment.
End Semester Examination, May 2017  
BBA (G) IB- Third Semester  
INFORMATION TECHNOLOGY CONCEPTS(2.112)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 
a) Define the term 'software'. Give an example.  
b) What are the different modes of electronic payment?  
c) Which of the following is application software?  
   i) MSWord  ii) MSPowerPoint  iii) Windows 7  iv) Both A and B  
d) MICR stands for:  
   i) Magnetic ink character reader.  
   ii) Magnetic ink code reader.  
   iii) Magnetic ink case reader.  
   iv) None of the above.  
e) List the various network topologies.  

Q.2 
Draw a block diagram to illustrate the basic organization of a computer system and explain the functions of various units.  

Q.3 
How are data different from information? Also explain the characteristics of information system.  

Q.4 
Define a ‘network’. Describe the various advantages and disadvantages of using communication networks.  

Q.5 
Write short notes on:  
   a) Decision support system.  
   b) Operational support system.  

Q.6 
Define e-Commerce. Explain its categories in detail.  

Q.7 
What do you mean by threats for an information system? Explain threats and its remedies in detail with suitable examples.
End Semester Examination, May 2017  
BBA (G) IB- First Semester  
BUSINESS ECONOMICS(2.113 / 367.106A)  

Time: 3 hrs  
Max Marks: 60  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks.

Q.1 Write short notes on **any three**:  
a) MR – MC Approach  
b) Supply curve  
c) Inflation  
d) Nominal and real GDP.  

**PART-A**

Q.2 Explain the law of demand with the help of a demand curve and demand schedule. Also, discuss the factors determining demand.  

Q.3 a) Discuss the main characteristics of Monopoly.  
b) Explain the Kinked Demand Curve model of Paul Sweezey.  

Q.4 What are the main concepts of elasticity? Also, explain various methods to measure price elasticity of demand.  

**PART-B**

Q.5 What do you understand by ‘Inflation’. Also, explain the main types of inflation and also explain the measures to control inflation.  

Q.6 a) show Inflationary and Recessionary gaps with the help of suitable diagram.  
b) Explain aggregate demand supply model in brief.  

Q.7 Write short notes on the following:  
a) Fixed and Flexible exchange rate system.  
b) Goals of Monetary Policy.
End Semester Examination, May 2017
BBA (G)IB– Second Semester
ENGLISH: STUDY WRITING(2.120)

Time: 3 hrs.  
Max Marks: 30
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write an essay on (ANY ONE):
   a) Demonetization
   b) Youth’s Skill Development.

   **PART-A**

   Q.2 What are the characteristics of good Report writing?  
   Q.3 What is the importance of references in writing? List some examples of referencing.  
   Q.4 What is the method of reviewing a book? Discuss its process briefly

   **PART-B**

   Q.5 What is research methodology? What are the various methods of doing research?  
   Q.6 What is report writing and explain the structure with a specimen layout?  
   Q.7 What is decision making and what is the importance of group discussion making?
Q.1 Write an essay on (ANY ONE):
   a) Global warming.
   b) Child marriage.

PART-A

Q.2 Write the elements of good reading strategies?

Q.3 What are different research methodologies?

Q.4 What is the importance of good introduction and conclusion while writing an essay? Give examples to support your thought.

PART-B

Q.5 What is literature review and explain the stages involved in it?

Q.6 What is report writing and explain the structure of report writing?

Q.7 What are the advantages and disadvantages of group decision making?
End Semester Examination, May 2017
BBA (G) IB- Third Semester
ORGANIZATION BEHAVIOR (2.218)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short notes on the following:
   a) Culture.
   b) Group.
   c) Leadership.
   d) Learning.
   e) Attitude. 2x5

PART-A

Q.2 What is work-related stress? Discuss the types of stress and their significance in today’s scenario. 10

Q.3 Discuss the different types of attitudes in organizations. Which is most relevant in today’s time and why? 10

Q.4 What factors affect perception? State the different types of perceptions and their influence on an individual’s personality. 10

PART-B

Q.5 What are the main reasons of conflict? Suggest ways for conflict management. 10

Q.6 What are the different types of powers in today’s organizations and how do they influence the working scenario? 10

Q.7 What is the process of group formation? How can high performance teams be developed? 10
Q.1 Write notes on any two of the following:
   a) Environmental impacts on strategy formulating.
   b) Porter’s generic value chain.
   c) Ethical issues in sales and marketing.  

Q.2 What is the concept of strategy? Enumerate the elements in the strategic management process.  

Q.3 What is meant by organizational appraisal? Describe any two techniques for external analysis of organizational appraisal.  

Q.4 What is meant by business strategy? What are the aims of cost leadership?  

Q.5 What do you understand by financial strategies? Explain the financial strategies and operational plans of any organization in detail.  

Q.6 What are the roles and responsibilities of Board of Directors in corporate governance?  

Q.7 Describe various tools and techniques for strategic analysis.
Q.1 Write short notes on draw diagram as prescribed.
   a) Significance of vision in defining strategy.
   b) VR10 framework for organizational appraised.
   c) Draw Porter’s generic value chain diagram.
   d) General electric Nine-cell matrix.
   e) Qualities of strategic loader.

Q.2 Why ‘Strategy’ plays a vital role in success of any business enterprise? Explain its characteristics, relevance and challenges.  
10

Q.3 What is a significance of SWOT analysis, how does it help in formulating strategy in different situations? What are the drawbacks of using SWOT analysis?  
10

Q.4 How do environmental forces impact any firm’s business? How should any organization does scanning of external environment?  
10

Q.5 What is a process of strategic choice? While analyzing gap in performance, what and or of strategic alternatives to be made? Describe porter’s five forces model of competition.  
10

Q.6 Primary goal of any business is profit, whether social responsibilities has any relevance for strategic decision makers? Explain ‘CSR’ norms prevalent in India.  
10

Q.7 “Ethical companies earn better profits and sustains longer.” Explain it though examples. What are the ethical issues in ‘Finance’ and in ‘Sales and Marketing”?  
10
Q.1 Define the following (any five):
   a) Production.
   b) Competitiveness.
   c) Operations design.
   d) Inventory.
   e) Material management.
   f) Transformation system.

PART-A

Q.2 a) Explain various competitive priorities of operations strategy.  
   b) Bring out difference between the product and services from production 
      management view point.

Q.3 Business trends have had great impact on production management. Discuss in detail 
   trend and challenge of operations.

Q.4 Write short notes on (any two):
   a) The impact of product innovation on process innovation.
   b) Importance of operations management.
   c) Value chain for service sector based organization.

PART-B

Q.5 Machine A and B are both capable of manufacturing a product. They compare as 
   follows:

<table>
<thead>
<tr>
<th>Data</th>
<th>Machine A</th>
<th>Machine B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment</td>
<td>`50,000</td>
<td>`80,000</td>
</tr>
<tr>
<td>Interest on capital invested</td>
<td>15% per annum</td>
<td>15% per annum</td>
</tr>
<tr>
<td>Hourly charges (wages + power)</td>
<td>`10</td>
<td>`8</td>
</tr>
<tr>
<td>No of pieces produced per hour</td>
<td>5</td>
<td>8</td>
</tr>
<tr>
<td>Annual operating hours.</td>
<td>2000</td>
<td>2000</td>
</tr>
</tbody>
</table>

a) Which machine will have the lower cost per unit of output, if run for the whole 
   year?

b) If only 4000 pieces are to be produced in a year, which machine will have the 
   lower cost per piece?

Q.6 Distinguish between method study and work measurement. Draw the flowchart to 
   explain various steps for both.

Q.7 What is inventory management? Explain various techniques of inventory control with 
   suitable examples.
End Semester Examination, May 2017  
BBA (G) IB–Fourth Semester  
OPERATIONS MANAGEMENT(2.225 / 367.402)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; Q.1 is **compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. All questions carry equal marks:

Q.1 Write short notes on **(any two)**:  
   a) Process design.  
   b) Transformation process.  
   c) Transformation.  
   d) ABC analysis.  

**PART-A**

Q.2 Define ‘operations management’. Discuss in detail scope of operations management.  

Q.3  
   a) State the functions of material handling.  
   b) Explain what is meant by “organizing to produces” goods and services”. Draw an organizational chart for a manufacturing and for a service organisations.  

Q.4  
   a) Explain various competitive priorities that support an operation strategy in an organization.  
   b) Explain the components or elements of production /operations strategies.  

**PART-B**

Q.5 Explain quality management. What are various techniques of quality control?  

Q.6  
   a) Explain scope of work study.  
   b) State advantages of work measurement and method study.  

Q.7 A company uses monthly 2500 units of a component costing Rs. 1.5 each, ordering cost is Rs. 50/- and the carrying cost is 5% per year of the average inventory.  
   a) Calculate EOQ.  
   b) Should the company accept the offer made by the supplier, 95% discount on the cost price if the order is placed for the annual demand.
Q.1 Write short notes on (any two):
   a) International Human Resource Management.
   c) Write any five qualities of a successful HR Manager.  \(5 \times 2\)

\[PART-A\]

Q.2 Define ‘Human Resource Management’. Discuss in detail the Managerial and operative functions of Human Resource Management.  \(10\)

Q.3 What do you understand by Human Resource Planning? Describe its characteristics.  \(10\)

Q.4 Write short notes on:
   a) Job design.
   b) Transfer.  \(5 \times 2\)

\[PART-B\]

Q.5 What do you understand by performance appraisal? Explain the different methods of performance appraisal in detail.  \(10\)

Q.6 Write notes on the following:
   a) Internal sources of recruitment.
   b) External sources of recruitment.  \(5 \times 2\)

Q.7 Write notes on the following:
   a) Training and development.
   b) Significance of employee welfare.  \(5 \times 2\)
End Semester Examination, May 2017
BBA (G) IB –Fourth Semester
HUMAN RESOURCE MANAGEMENT (2.226 / 367.403)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** All questions carry equal marks.

Q.1 Write short notes on **(any two):**
   a) What is human resource planning? Why is it necessary?
   b) Distinguish between ‘time wage method’ and ‘piece wage method’.
   c) Write the characteristics of a successful human resource manager. 5x2

**PART-A**

Q.2 “Define human resource management. Explain in detail the nature and scope of HRM.”
   10

Q.3 “Job description and job specification are the two by-products of job analysis”. Discuss this statements.
   10

Q.4 Explain the term work force diversity. Elaborate the dimensions of workforce diversity.
   10

**PART-B**

Q.5 Define ‘training’. Discuss the methods of training and development in detail.
   10

Q.6 What is performance appraisal? Discuss the techniques of performance appraisal in detail.
   10

Q.7 Write note on the following:
   a) Objectives of recruitment.
   b) Steps in selection of an employee.
   10
Q.1 Attempt any four of the following:
   a) Explain the term intensive distribution.
   b) Define ‘partnership firm’.
   c) Explain role of channels for retailing.
   d) How is IT important in retailing?
   e) Explain the term customization.

Q.2 Explain various steps in strategic planning process. What are the various aspects of target strategy with respect to restaurant industry?

Q.3 Explain various elements in retail strategy. How does uncontrollable factors affect the retail strategy for any product?

Q.4 Explain the term ‘multichannel retailing’. Give examples from FMCG sector to support your answer.

Q.5 Elaborate retail communication mix with the help of appropriate examples.

Q.6 Explain various factors that affect pricing. How does EDLP strategy help in a supermarket to sell a large product line?

Q.7 a) Explain factors that affect merchandising function.
    b) Explain CRM cycle in brief. Discuss an example of west side to support your answer.
End Semester Examination, May 2017
BBA (G) IB– Second Semester
INTRODUCTION TO INTERNATIONAL BUSINESS(2.231)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on any two of the following:
   a) Forward and future contract.
   b) Ethics in International Business.
   c) Stages of Internationalization.
   d) Elements of culture.

   \[5 \times 2\]

PART-A

Q.2 Define International Business. Explain in detail. Various strategies to enter foreign market.

10

Q.3 Do you believe that political stability leads to business development and vice-versa? Support your answer with suitable reasons. State various government systems in brief.

10

Q.4 Explain various International trade theories with suitable examples.

10

PART-B

Q.5 What is foreign exchange market? Explain the various methods of International payments.

10

Q.6 Explain the various modes to enter in International market with suitable examples.

10

Q.7 Explain, in detail, how International Human Resource activities can be managed?

10
Q.1 Write short notes on any two of the following:
   a) Differentiate between FDI and Portfolio Investment.
   b) Push and pull factors.
   c) Multinational corporations.

   \[5 \times 2\]

Q.2 What do you mean by international business? Explain why do companies go international? Discuss the approaches of international business in detail. \[10\]

Q.3 What is cultural diversity? Explain the challenges of cultural diversity in international business. \[10\]

Q.4 Briefly discuss the theories of international trade. How do these theories help in international trade? \[10\]

Q.5 What are various methods to enter foreign markets? Discuss in detail. \[10\]

Q.6 Examine the features and components of international financial environment. \[10\]

Q.7 What is international staffing? Explain the approaches of international staffing. Also discuss the need of cross cultural training of employees. \[10\]
End Semester Examination, May 2017  
BBA (G) IB– Second Semester  
MACROECONOMICS (2.234 / 367.204)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

**Q.1** Answer the following questions:
   a) What is J curve?
   b) Write any two functions of money.
   c) What is fiscal policy?
   d) Define the term ‘saving’.
   e) What is unemployment?  

**PART-A**

| Q.2 | a) What are the different methods of measuring national income? Explain any one of them in detail. | 5 |
| Q.2 | b) Differentiate between ‘real’ and ‘normal GDP’ | 5 |
| Q.3 | Discuss reserve bank’s role in the monetary system. | 10 |
| Q.4 | Explain how budget deficit affects economic activity. | 10 |

**PART-B**

| Q.5 | Write an explanatory note on ‘purchasing power parity’ theory. | 10 |
| Q.6 | Discuss the influence of monetary and fiscal policy on aggregate demand. | 10 |
| Q.7 | What is exchange rate? Discuss its types. Explain the various factors influencing exchange rate. | 10 |
End Semester Examination, May 2017
BBA (G) IB– Second Semester
MACROECONOMICS (2.234)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from Part A and **TWO** questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:
   a) Explain ‘inflation’.
   b) Differentiate between ‘real’ and ‘nominal GDP’.
   c) Write any two functions of money.
   d) What is J curve?
   e) What is fiscal policy?  

   \[2 \times 5\]

**PART-A**

Q.2 What is Macroeconomics? Discuss the importance and limitations of macroeconomics.  

Q.3 a) What is unemployment? Discuss the causes and various types of unemployment.  
   b) Explain the concept of Philips curve.  

Q.4 a) Define ‘saving and investment’.
   b) Explain how financial system is related with macroeconomics variables.  

   \[5 \times 5\]

**PART-B**

Q.5 What is monetary policy? Explain the objectives, functions and instruments of monetary policy in detail.  

Q.6 a) Explain nominal and real exchange rate.
   b) Explain purchasing power parity theory.  

Q.7 a) What do you understand by ‘aggregate demand’ and ‘aggregate supply’?
   b) Explain causes of shifts in aggregate demand and aggregate supply curves.  

   \[5 \times 5\]
Q.1  a) The main page of a website is known as:
     i) Home page   ii) Bookmark page   iii) Content page   iv) Navigator page
b) Which of the following is not used as secondary storage?
     i) Semiconductor memory   ii) Magnetic disk   iii) Magnetic drum   iv) Magnetic tape
c) A _______ is a collection of spreadsheet pages:
d) _______ folder contains the recently viewed web pages:
     i) Explorer   ii) History   iii) Windows   iv) Temporary internet files
e) Total no of pins in a serial port is:
     i) 5   ii) 7   iii) 9   iv) 15
f) What does the letter “S” stand for in the “HTTPS”:
     i) Safe   ii) Secure   iii) Short   iv) Shorter
g) Which one is a direct entry input device?
     i) Key –to– diskette   ii) Mouse   iii) Punched card   iv) Computer terminal
h) The type of computers which can execute millions of instructions and billions of data per second is known as:
     i) Laptop   ii) Mini computer   iii) Mainframe computer   iv) Personal computer
i) Repeaters function in the _______ layer.
     i) Physical   ii) Data link   iii) Network   iv) Presentation
j) Which one is the first word processor application?
     i) MS-word   ii) Apple-work   iii) Sun staroffice   iv) WordStar

PART-A

Q.2  a) How is software classified? Explain each of them.  
     5
b) How is primary memory beneficial for a computer system? Also differentiate between primary memory and secondary memory.  
     5

Q.3  ‘The OSI model has seven layers where each layer performs a well-defined function’. Explain the function of every layer in detail.  
     10

Q.4  Write short notes on:
     a) Protocols   b) Hackers   c) Star and mesh topology.  
     10

PART-B

Q.5  a) What is ‘Mail-Merge’? Explain step –by– step process to perform mail-merge with a suitable example.  
     5
b) How do header and footer can be inserted in a document? Explain its steps.  
     5

Q.6  Write short notes on the following in MSExcel:
     a) Goal Seek.   b) Charts and graphics.   c) Functions.   d) Sorting.  
     $2\frac{1}{2} \times 4$
a) How to place a query on a table in MS Access? Explain.
b) Discuss various methods of applying slide animation and custom animation in a power point presentation.
End Semester Examination, May 2017  
B. Sc. (Information Technology) - First Semester  
BUSINESS COMMUNICATION (7.102)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1** is compulsory. Attempt any **TWO** questions from Part A and **TWO** questions from Part B. All questions carry equal marks.

Q.1 **Fill in the blanks:**

a) Communication can be at two levels _________ and ________.
b) Positive attitude ensures a higher degree of _________ the speaker.
c) Hand movements are used to _________ a point.
d) _________ shows you confidence that are well communicated by you style of sitting or standing.
e) Fill form of KISS with reference to GD and interview is _________.
f) The interplay of telephony and computer technology has led to what is popularly called “Information _________”.
g) ICT is an acronym for _________.

**Choose the correct option:**

h) Evading eye contact, as per the discussion with the professor son, means
   i) shy  
   ii) not confident  
   iii) cultural trait  
   iv) none of these.

**State whether the following statements are TRUE or FALSE:**

i) ‘Walk the Talk’ is merely a clichéd statement. It is time consuming with little impact on the receiver.
j) You can win other to your side and accomplish tasks by adopting an assertive stance.

1x10

**PART-A**

Q.2 a) What is the impact of using too much or too little information in one’s communication?  
   b) What is ethical communication?  
   
5

Q.3 a) “Lack of interest is a major deterrent to the listening process”. Elaborate with the help of examples.  
   b) Give seven steps for a successful presentation.  
   
5

Q.4 What is assertiveness? How is it different from aggressiveness? Explain citing examples.  

10

**PART-B**

Q.5 What do you mean by group discussion? What are the various strategies for group discussion?  

10

Q.6 a) Write a report on “The effects of Swach Bharat Abhiyaan after two years of launch”.  
   b) Write a letter to your Dean-FCA to request him to grant you a fees discount on a valid reason.  
   
5

Q.7 a) What do you mean by visual aids? What are the major threats to visual aids?  

5

25/3
b) How is interval acting as a boom and a bane for young generations?
End Semester Examination, May 2017  
B. Sc. (Information Technology) -First Semester  
FUNDAMENTALS OF COMPUTER PROGRAMMING (7.103)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1  
1) Decision box is represented by __________ box.  
2) Default input format in C# is ________.  
3) To run a program in C# _________ key is used.  
4) Dynamic binding is also known as ____________.  
5) IDE stands for ___________.  
6) There are _________ types of errors in C#.  
7) ___________ symbol is used to terminate a statement in C#.  
8) Source code window is used to check the __________ of an object.  
9) If should be closed with endif in C#:  
   a) True  
   b) False  
10) C# is a fully object oriented language: 
   a) True  
   b) False  

1½x10

PART-A

Q.2 Explain software development life cycle in detail.  
15

Q.3 Explain algorithm, pseudocode and flow chart with an example of each.  
15

Q.4 What do you mean by strings? Explain any five string functions with an example of each.  
15

PART-B

Q.5 Write a program to find the Fibonacci series till n numbers.  
15

Q.6 What is the requirement of if statement. Explain different types of if statements used in C#.  
15

Q.7 Differentiate between the following:  
   a) While and do while.  
   b) In built and user defined functions.  
15
End Semester Examination, May 2017
B.Sc. (Information Technology)—Second Semester
DATABASE ENGINEERING-I(7.104)

Time: 3 hrs.  
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  
a) Difference between Data and Information.  
b) List five symbols used in ER diagram.  
c) INF states that _________.  
d) DML stands for _________.

Q.2  
Explain the advantages and disadvantages of Database System Over File System.

Q.3  
Explain the Database Architecture in detail.

Q.4  
What do you mean by Data Model? Explain the Hierarchical model in detail.

Q.5  
Explain three DML (Data manipulation Language) statements with proper syntax and examples.

Q.6  
Write short notes on the following:
   a) Joins in SQL.
   b) Constraints in SQL.

Q.7  
Give some applications of business intelligent tools in the field of healthcare.
Q.1  a) Schema is defined as _______.  
    b) Two symbols used in ER diagram are _______ and _______.  
    c) INF (First Normal Form) says that _______.  
    d) Two constraints used in SQL are _______ and _______.  
    e) DCL stands for _______.  
    f) Three clauses used in SQL are _______, _______, and _______.  
    g) Three data types used in SQL are _______, _______, and _______.  

Q.2  Explain the following terms:
    a) Data dictionary.  
    b) Information.  
    c) Database management system.  
    d) Database administrator.

Q.3  What are Codd’s rules? Give five Codd’s rules in detail.

Q.4  Explain the difference between 3NF (Third Normal Form) and BCNF (Boyce Codd Normal Form) with the help of an example.

Q.5  a) Explain two DDL (Data Definition Language) statements with proper syntax and examples.  
    b) Explain the purpose of foreign key with the help of an example.

Q.6  Write short notes on the following:
    a) Inner Join.
    b) Index.
    c) Stored Procedure.

Q.7  What are Business Intelligent Tools? Give some benefits of using Business Intelligent Tools in the field of healthcare.
Q.1 Fill in the blanks:
   a) The OSI model consists of _______ layers.
   b) In data communication, ATM is an acronym for _______.
   c) Encryption and Decryption are functions of the _______ layer.
   d) _______ is a popular congestion control algorithm.
   e) HTTP stands for _______.

2×5

PART-A

Q.2 Differentiate between ‘OSI reference model’ and ‘TCP/IP model’ on the basis of services, interfaces and protocols.

Q.3 What do you understand by congestion control in switched networks? Explain Leaky bucket algorithm with suitable example.

Q.4 Explain the following Internet protocols (any two):
   a) TCP
   b) UDP
   c) FTP

5×2

PART-B

Q.5 Write short notes on (any two):
   a) SMTP
   b) HTTP
   c) Remote logging.

5×2

Q.6 Why there is a need of network security? How can security be implemented in computer networks? Also discuss advance network security in detail.

10

Q.7 Encrypt the message “EXERCISE TEN” using a shift cipher with a key of 20. Ignore the space between words. Also decrypt the message to get the original text.

10
End Semester Examination, May 2017  
B. Sc. (Information Technology) - First Semester  
BUSINESS ENVIRONMENT (7.106) 

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** All questions carry equal marks.

**Q.1**  
Attempt **any two** out of three:  
a) Write a short note on “Business Environment”.  
b) What are sides-effects of MNCs for any country?  
c) Write a short note on “Demand and supply”.  

---

**PART-A**

Q.2  
Write short notes on the following types of organization:  
a) Corporation.  
b) Not for profit.  
c) Private limited companies.  
d) NGO.  

---

Q.3  
a) Write a short note on CRM.  
b) Draw the classic hierarchical organization chart and explain the chain of command. 

---

Q.4  
List the ten characteristics which determine the culture of an organization.  

---

**PART-B**

Q.5  
a) Why MNCs expand overseas?  
b) Name five MNCs related to information technologies which are having offices in India. Also write the area of specialization of each company. 

---

Q.6  
a) What do you mean by Corporate Social Responsibility (CSR)? What are the different activities performed by companies as CSR initiative?  
b) Is it mandatory to perform CSR activity? If yes, what is the percentage fixed by govt. which needs to be spent on CSR? 

---

Q.7  
“Technological Advancement helps in solving the problems of society”. Discuss the below given example and the benefit of these inventions on our life:  
a) Driver less car by Google.  
b) Facebook.
Q.1  
a) What is complement of a set?
b) What is an upper-triangular matrix?
c) Define a directed graph.
d) Define a tree.
e) What do you mean by symmetric difference of a set?  

Q.2  
Let \( X = \{1, 2, 3, 4, 5\} \) and \( Y = \{1, 2, 5, 6, 7, 9, 10, 11, 12, 13, 14\} \) find the function defined by 
\[ f(x) = 2x + 3. \]
Also find the domain and range. 

Q.3  
If \( U = \{3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14\} \) 
\( A = \{3, 4, 5, 6\} \), \( B = \{7, 8, 9, 10, 11, 12\} \) 
\( C = \{11, 12, 13, 14\} \), \( D = \{4, 8, 12, 14\} \) 
Find the following: 

\( a) \quad D \cup C \) 
\( b) \quad (A \setminus D) \cup (B \cap A) \) 
\( c) \quad (B \setminus A) \cup (B \cap A) \) 
\( d) \quad (A' \cup D') \cup (C') \) 
\( e) \quad (A \cup B) \cup (B \cup C) \) 

Q.4  
Find the adjoint of the following matrix: 
\[
A = \begin{bmatrix}
1 & 2 & -2 \\
-1 & 3 & 0 \\
0 & -2 & 1
\end{bmatrix}
\]

Q.5  
For the following data, find mean, mode and standard deviation: 

<table>
<thead>
<tr>
<th>Class Interval</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 – 20</td>
<td>15</td>
</tr>
<tr>
<td>20 – 30</td>
<td>25</td>
</tr>
<tr>
<td>30 – 40</td>
<td>35</td>
</tr>
<tr>
<td>40 – 50</td>
<td>45</td>
</tr>
<tr>
<td>50 – 60</td>
<td>55</td>
</tr>
</tbody>
</table>

Q.6  
The probability that a contractor will get a plumbing contract is \( \frac{2}{3} \) and the probability 
that he will not get an electric contract is \( \frac{5}{9} \). If the probability of getting at least one 
contract is \( \frac{4}{5} \), what is the probability that he will get both?
Q.7 Define the following teams:

a) i) Incidence Matrix
    ii) Directed Graph
    iii) Rooted Tree

b) Draw all possible spanning trees of the graph given below:
End Semester Examination, May 2017
B.Sc. (Information Technology)—Third Semester
SYSTEM ANALYSIS AND DESIGN (7.201)

Time: 3 hrs.  Max Marks: 40
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt **ANYTWO** questions from **PART-A** and **TWO** questions from **PART-B.** Each question carries equal marks.

Q.1 Write short notes on **(ANY TWO):**
   a) Decision tree.
   b) Classes of information system.
   c) Tools for system design.  

```
PART-A
```

Q.2 What so you mean by system? What are its elements and characteristics? Explain in detail with supporting example.  

Q.3 Discuss in detail the pros and cons of using data flow diagram in system analysis. Explain with an example.  

Q.4 What is system development life cycle? How does it relate to system analysis? Explain all faces of SDLC.  

```
PART-B
```

Q.5 What do you understand by structured charts? How these are important in structured design? Describe all importance guidelines for a structured chart.  

Q.6 What is meant by process modeling? Explain the difference between logical design and physical design with the help of a suitable example.  

Q.7 Write short notes on:
   a) System flow charts.
   b) Application design.  

```
4×2
```
End Semester Examination, May 2017
B.Sc. (Information Technology) – Second Semester
SYSTEMS TESTING (7.202)

Time: 3 hrs.  
Max Marks: 40
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 **Fill in the blanks:**
  a) Testing is a process of __________ errors.
  b) For a function of n variables, Boundary value analysis yields __________ test cases.
  c) Cause effect graphing is one form of __________ testing.
  d) DD path graph is called as __________.

**Answer the following questions:**
  e) What is alpha test?
  f) What is verification?
  g) Describe the format of a test case.
  h) Define test team organization.

**PART-A**

Q.2 A program computes \( a^b \) where \( a \) lies in the range [1, 10] and \( b \) within [1, 5]. Design test cases for this program using boundary value analysis and robust testing. **8**

Q.3 Discuss \( V \) model as an extension of water fall model. **8**

Q.4 What should we test? Comment on this. Illustrate the importance of testing. **8**

**PART-B**

Q.5 What is software quality? Discuss the various factors that affect the software quality. **8**

Q.6 Explain the various levels in CMM Structure. **8**

Q.7 Differentiate between verification and validation by considering suitable example. **8**
Q.1  a) Differentiate between ‘tree’ and ‘graph’.  
    b) What do you mean by ‘recursion’?  
    c) What is binary search tree?  
    d) What do you mean by sets?  
    e) What is data structure?  
    f) What is probability?  

2×6

Q.2  a) What do you mean by stack? What are various options one can perform on stack?  
     b) Evaluate the following postfix expression 5 6 2 + and 1 2 4 / -

Q.3  Write an algorithm for bubble sort. Also explain it with the help of an example.

Q.4  What do you mean by functions? What are various operations one can perform on relations?

PART-A

Q.5  a) What do you mean by cryptography?  
     b) Convert the following:
        i) \((1247)_{8} = (?)_{10}\)
        ii) \((1101101)_{2} = (?)_{8}\)
        iii) \((56)_{10} = (?)_{16}\)
        iv) \((AB)_{16} = (?)_{2}\)

2×4

Q.6  a) Define ‘probability’ and explain with an example.  
     b) In a single throw of two distinct dice what is the probability of obtaining:
        i) A total of 9.
        ii) A total as even number.

4×2

Q.7  a) Construct a tree using following data:

<table>
<thead>
<tr>
<th>In order</th>
<th>Δ</th>
<th>B</th>
<th>H</th>
<th>E</th>
<th>I</th>
<th>A</th>
<th>F</th>
<th>J</th>
<th>C</th>
<th>G</th>
</tr>
</thead>
<tbody>
<tr>
<td>Post order</td>
<td>Δ</td>
<td>H</td>
<td>I</td>
<td>E</td>
<td>B</td>
<td>J</td>
<td>F</td>
<td>G</td>
<td>C</td>
<td>A</td>
</tr>
</tbody>
</table>

b) What are the ways to represent a graph in memory?

4
End Semester Examination, May 2017
B. Sc. (Information Technology) - Third Semester
OBJECT ORIENTED PROGRAMMING (7.205)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short notes on (any two):
   a) Inline function.
   b) Abstraction.
   c) Class.  

PART-A

Q.2 a) Explain all elements of object oriented programming.  6
     b) How to initialize objects with constructors?  4

Q.3 a) Differentiate between ‘call-by-value’ and ‘call-by-reference’.  5
     b) What are constructors and destructors? Explain how they are different from normal functions?  5

Q.4 What is visibility mode? What are different inheritance visibility modes supported by C++? Explain.  10

PART-B

Q.5 What are the different types of inheritance supported by C++? Explain them with examples.  10

Q.6 Explain data encapsulation and write a program in support of this concept.  10

Q.7 a) What is exception handling? Explain the exception properties.  7
     b) What do you mean by ‘abstract classes’? Give an example.  3
Q.1 Explain the following:
   a) Polymorphism.
   b) Data grid.
   c) Radio button.
   d) Data source.
   e) DML.

Q.2 What do you understand by IDE? How IDE helps in developing easy and user friendly applications?

Q.3 Explain ADO.NET with the help of a suitable example. Which should reflect the OLE concept in detail?

Q.4 Explain the difference between data set and data grid view in detail. According to your opinion which technique is much suitable for the application development and its deployment?

Q.5 Which is factory pattern? Write the advantages and disadvantages of implementation of factory pattern and decorator design pattern.

Q.6 Explain the difference between data set and data access layer in detail with the help of suitable examples.

Q.7 Write short notes on the following:
   a) Visibility.
   b) Scalability.
   c) Maintainability.
Q.1 What is Visual Studio .Net? Explain two main important components of .Net framework with the help of suitable example.


Q.3 How to add a new data source to your windows form. Explain all steps in detail.

Q.4 Explain all the controls used in VB .Net project by making a form to display the following:
   a) A button with text clock me in center.
   b) A label with text hello.
   c) A check box.
   d) Date time picker.

Q.5 How the Fill () method used in a dataset? Can it be used to find the data to associated controls? Explain with example.

Q.6 Explain following:
   a) Data abstraction
   b) Inheritance
   c) Encapsulation
   d) Polymorphism

Q.7 Explain following patterns used in business/legal layer.
   a) Factory method pattern.
   b) Decorator pattern.
   c) Template pattern.
   d) State pattern.
End Semester Examination, May 2017  
B. Sc. (Information Technology) -Fourth Semester  
INFORMATION SYSTEM SECURITY(7.209)

Time: 3 hrs  
Max Marks: 40  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** All questions carry equal marks.

Q.1 Write short notes on the following:  
b) Role of proxy server in Information Security.  
c) Policy formulation vs. Policy management.  
d) Digital Forensic methodology.  

**PART-A**

Q.2 How can the law and ethics helps the organization for information security? Explain all categories of unethical or illegal behavior in detail.  

Q.3 Explain the security models in information security management with the help of diagrams and examples.

Q.4 a) Explain the threats and attacks associated with information security management.  

b) Explain two U.S Laws for information security in brief.

**PART-B**

Q.5 How the risk can be identified in risk management? Also discuss all the risk control strategies with the help of suitable examples.

Q.6 What are different information security policies and standards? Differentiate between issue-specific security policy and system-specific policy.

Q.7 Write short notes on:  
a) Conversion Strategies in information security.  
b) Honey-Pots and Honey-Nets.
End Semester Examination, May 2017
B. Sc. (Information Technology) - Third Semester
DATABASE ENGINEERING – II(7.214)

Time: 3 hrs  Max Marks: 60
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks.

Q.1 Answer the following:
   a) Differentiate between ‘DBMS’ and ‘RDBMS’.
   b) Define views with suitable example.
   c) What do you mean by SQL? Discuss its features.
   d) What do you mean by ‘deadlock detection’? Explain.

**PART-A**

Q.2 Explain the following with example:
   a) Foreign key.
   b) Group by clause.
   c) Union clause.

Q.3  a) Discuss the E. F. Codd Rules of RDMS.  
     b) Explain any five string functions with examples.

Q.4  a) Discuss the E. F. Codd Rules of RDMS.  
     b) Explain any five string functions with examples.

**PART-B**

Q.5 Discuss the various control structures in PL/SQL with suitable example.

Q.6 What is two phase locking protocol? How inconsistency can be removed during this protocol, discuss and also explain the concept of deadlock during two phase locking protocol.

Q.7 Differentiate between:
   a) Implicit and Explicit cursors.
   b) Local and stored procedures.
End Semester Examination, May 2017  
B.Sc. (Information Technology)— Second Semester  
REQUIREMENT MODELING(7.217)  

Time: 3 hrs.  
Max Marks: 40  
No. of pages: 1

Note: Attempt **FIVE questions in all; Q.1 is compulsory.** Attempt any **TWO questions from Part A and TWO questions from Part B.** Each question carries equal marks.

Q.1 Explain the following **(any two):**  
a) Types of information system.  
b) Scope of business.  
c) Non-functional requirement.  

**PART-A**

Q.2 What is need of stakeholder analysis to make the business successful?  

Q.3 Differentiate between:  
a) Open and closed system.  
b) Formal and informalsystem.  

Q.4 What do you mean by requirement gathering? Explain various requirement gathering tools.  

**PART-B**

Q.5 Under what circumstances waterfall model is used? Discuss its merit and demerit in detail.  

Q.6 Discuss the role of business analyst as a change agent.  

Q.7 What do you mean by feasibility study? Discuss the various types of feasibility study.
End Semester Examination, May 2017
B.Sc. (Information Technology)—Second Semester
REQUIREMENT MODELING(7.217)

Time: 3 hrs.  Max Marks: 60
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Explain the following (any two):
   a) Discuss waterfall model with its merits and demerits.
   b) Describe requirement process for an information system.
   c) Discuss business problem. 6×2

PART-A

Q.2 a) Explain the purpose of information system with the help of real time example. 8
    b) Discuss the types of Information System. 4

Q.3 What do you mean by requirement elicitation? Discuss all the elicitation techniques. 12

Q.4 What do you mean by E-R diagram? Explain the various types of attributes and prepare an E-R diagram of library management system. 12

PART-B

Q.5 Explain the following:
   a) Functional requirements.
   b) Non-functional requirements. 6×2

Q.6 Distinguish between initial investigation and feasibility study and discuss the role of analyst in system development life cycle. 12

Q.7 In which case will you use iterative model for development of a system. Explain in detail? 12
Q.1 **Fill in the blanks:**

a) ________ is a non-preemptive scheduling algorithm.

b) FIFO page replacement algorithm suffers from ________.

c) A process is said to be in a __________ state if it is waiting for an event that will never occur.

d) Program ‘preemption’ is __________.

**Answer the following:**

e) State the three main purpose of an operating system.

f) Differentiate between ‘process’ and ‘processor’

g) List any two page replacement algorithms.

h) Define ‘a file’.

---

**PART-A**

Q.2 Consider the following set of processes:

<table>
<thead>
<tr>
<th>Process</th>
<th>Processing Time</th>
<th>Priority</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>B</td>
<td>6</td>
<td>1</td>
</tr>
<tr>
<td>C</td>
<td>4</td>
<td>2</td>
</tr>
<tr>
<td>D</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>E</td>
<td>2</td>
<td>3</td>
</tr>
</tbody>
</table>

Draw the Gantt chart and calculate average turnaround time and average wait time for FCFS, SJF, Priority and Round Robin Algorithms. Consider time quantum=4 for Round Robin Algorithm.

Q.3 Give an abstract view of an operating system. Enumerate important characteristics of a good operating system.

Q.4 Describe the essential properties of following operating systems:

a) Multiprogramming operating system.

b) Time sharing operating system.

---

**PART-B**

Q.5 Consider the following system snapshot using data structures in the Banker’s algorithm:

<table>
<thead>
<tr>
<th>Allocation</th>
<th>Max</th>
<th>Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>P₀</td>
<td>A</td>
<td>B</td>
</tr>
<tr>
<td>P₀</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>P₁</td>
<td>2</td>
<td>0</td>
</tr>
</tbody>
</table>
Answer the following questions:

a) What are the contents of Need matrix?

b) Find out the safe sequence for the system.

Q.6 What is page fault? When do page fault occurs? Describe the actions taken by the operating system when page fault occurs.

Q.7 Define ‘file system’. Illustrate the various operations to be implemented on files.
END SEMESTER EXAMINATION, MAY 2017
B.Sc. (Information Technology) – Fourth Semester
WEB APPLICATIONS DEVELOPMENT (7.303)

Time: 3 hrs.  
Max Marks: 75

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from Part A and **TWO** questions from Part B. Each question carries equal marks.

Q.1 Write short note on:
   a) Database programming.
   b) Ajax extension.
   c) HTML.
   d) Web services.
   e) List view control.

**PART-A**

Q.2 What are various validation controls in Asp.Net?  
Q.3 What is Asp.net? What are the components of .net frameworks?  
Q.4 What are the steps to test and debug the Asp.Net application?

**PART-B**

Q.5 a) What do you mean by hyperlink in HTML? Differentiate between internal and external linking with the help of an example.  
b) How can we insert an image in HTML?

Q.6 Explain the following:
   a) Grid view control.
   b) Form view control.
   c) Tree view control.

Q.7 a) Draw the given table using HTML:

<table>
<thead>
<tr>
<th>Category</th>
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b) How three layer applications work in Asp.Net?
End Semester Examination, May 2017
B.Sc. (Information Technology)—Fourth Semester
WEB APPLICATION DEVELOPMENT (7.303)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on:
   a) Images in HTML.
   b) External style sheets.  
   \[5\times2\]

**PART-A**

Q.2 How tables are designed in HTML? Explain with proper examples including all the attributes.  
10

Q.3 What is MYSQL? Explain the five data manipulation commands of MYSQL.  
10

Q.4 Explain validation control in Asp.Net using suitable examples.  
10

**PART-B**

Q.5 Explain business Logic Layer (BLL) and Data Access Layer (DAL) in Asp.Net.  
10

Q.6 Write short notes on:
   a) Checkbox in Asp.Net.
   b) List box in Asp.Net.  
   10

Q.7 How can we secure a website? Explain the process of authentication and authorization.  
10
Q.1 a) Explain the following:
   i) GATT  
   ii) TRIP  
   iii) FDI  
   iv) WTO  

b) Explain the following in the international marketing context:
   i) Product.  
   ii) Pricing.  
   iii) Placement.  
   iv) Promotion.  

c) What is value creation in international business?  

Q.2 Explain exporting, contract manufacturing, turnkey contracts and franchising in detail.  

Q.3 Explain supply chain management in detail.  

Q.4 What do you mean by globalization? Explain its advantages in Indian context. Whether it is evil or virtue, comment?  

Q.5 Write short notes on (ANY FOUR):
   a) Advertising.  
   b) Personal selling.  
   c) Publicity.  
   d) Sale promotion.  
   e) Direct selling.  

Q.6 How worldwide innovation has increased the scope of international business? Explain in detail.  

Q.7 a) How an MNC can develop multinational capabilities?  
   b) What are the issues across boundaries for MNC’s?  
   c) What are future challenges in multidimensional capabilities?
Q.1 Write short note on (ANY FIVE):
   a) Exchange control.
   b) Absolute cost advantage theory.
   c) Internal and international trade.
   d) Balance of payment always balances.
   e) Fixed and flexible exchange rate system.
   f) ASEAN.  

\[2 \times 5\]

\textbf{PART-A}

Q.2 What do you understand by import quota? Explain main types of import quota in detail.  
\[10\]

Q.3 Critically examine the comparative cost theory of international trade.  
\[10\]

Q.4 What are the main objectives and types/methods of exchange control? Explain.  
\[10\]

\textbf{PART-B}

Q.5 What are the causes of balance of payment disequilibrium? Also suggest measure to correct balance of payment disequilibrium.  
\[10\]

Q.6 Explain the characteristic of foreign exchange market. Also examine the purchasing power parity theory of foreign exchange rate.  
\[10\]

Q.7 Write short notes on the following:
   a) Role of MNC's.
   b) IMF.  
\[5 \times 5\]
End Semester Examination, MAY 2017
BBA (G) IB- Fifth Semester
RESEARCH METHODS(367.503)

Time: 3 hrs  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short note on any two:
   a) Qualitative and quantitative research with examples.
   b) Ethical issues relating data collection.
   c) Characteristics of research. 2x5

PART-A

Q.2 What do you mean by research? Explain its significance in modern era in detail. 10

Q.3 Enumerate the different methods of collecting data. Which one is most suitable for conducting enquiry regarding family welfare program in India? Explain its merits and demerits in detail. 10

Q.4 Explain the term ‘research plan’. How would a research plan helps research process? 10

PART-B

Q.5 Explain the significance of a research report and narrate the various steps involved in writing research a report. 10

Q.6 Write short notes on any two:
   a) Collection of secondary data.
   b) Scale construction techniques.
   c) Probability sampling. 10

Q.7 What is SPSS? Explain in detail applications of SPSS to find statistical measurement and Mann – whitey. 10
End Semester Examination, May, 2017  
BBA (GEN)-(IB)–Sixth Semester 
INTERNATIONAL MANAGEMENT(367.602)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt Five questions in all. Q.1 is compulsory. Attempt TWO questions from Part-A and TWO questions from Part-B. Each questions carry equal marks.

Q.1 Write short notes on any two the following:  
a) Individualism Vs Collectivism.  
b) Market economy Vs Mixed economy.  
c) Multiculturalism.  

5x2

PART-A

Q.2 Provide an account of political and economic environmental factors that influence globalization.  

10

Q.3 Explain the role of negotiations in international business. Mention some of the factors that influence negotiation process.  

10

Q.4 "Globalization helps in the overall and balanced development of the world economics". Comment on the statement with reasons.  

10

PART-B

Q.5 Discuss on the growing need for strategic management. Mention some of the approaches to formulating and implementing strategy.  

10

Q.6 Do people throughout the world have needs similar to those described in Maslow’s need hierarch? Give reasons for the answers, keeping in mind universal assumptions regarding motivations.  

10

Q.7 Write short notes on the following:  
a) Human resource selection across cultures.  
b) Leadership across cultures.  

10
Q.1 Write short notes on any two the following:
   a) Dialing of networks for windows environment.
   b) Protocols of communication.
   c) Internal service providers.  

   **PART-A**

   Q.2 Explain the concept of TCP/IP Protocol suite and briefly discuss the four layers of it.  

   Q.3 What do you understand by search engine? Name any two search engines. Also explain the working of a search engine in brief.  

   Q.4 Define ‘internet’. What are the benefits of using internet in an organization?  

   **PART-B**

   Q.5 What is multimedia? Explain the architecture of multimedia in detail.  

   Q.6 a) What do you understand by an electronic communication?  
      b) Write the limitations of a multimedia system in detail.  

   Q.7 What is MS-Office? Explain its uses in detail.
End Semester Examination, May 2017  
BBA (G)IB—Sixth Semester  
BUSINESS AND SOCIAL ETHICS (367.606)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; Q.1 is **compulsory**. Attempt **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1 Write short notes on **any two** of the following:  
a) Work ethics.  
b) Ethical dilemma.  
c) Whistle blower.  


Q.3 Corporate social responsibility (CSR) is a management concept whereby companies integrate social and environmental concerns in their business operation and interactions with their stakeholders. Discuss the concept and importance of CSR.

Q.4 Discuss:  
a) Importance of teaching ethics in business schools.  
b) ‘Business is to make profits at any cost’. Comment.

Q.5 What do you understand by unethical practices? Mention some of the unethical practices followed in business. Also discuss some of approaches to curb these situations or practices.

Q.6 “Businesses have to act in self-interest: but to what extent should they sacrifice ethical behavior”. Comment on this statement, keeping in mind the role of corporate governance in business.

Q.7 Explain the following concepts in detail:  
a) Role of ethics in technology.  
b) Role of ethics in competition.
End Semester Examination, May 2017
BBA (BANKING) – Second Semester
EQUITY AND DERIVATIVE MARKET (BBA-1C-207)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE question in all; Part-A is compulsory and attempt any FOUR questions from Part-B. Each question carries equal marks.

PART-A

Q.1 a) How many stocks are there in Nifty and Sensex?  
   b) What is Dividend?  
   c) What is IPO? 
   d) What is the obligation / right of Call Holder? 
   e) Name out any two Index Future and Stock Future which are trading on the exchange.  

PART-B

Q.2 What is the role of the Primary and Secondary Market? Also define the major difference between them.  

Q.3 What is the main difference between Delivery (Cash) and Intraday (Margin buy)? How you will maximize the profit with leverage? Explain it with suitable example.  

Q.4 The Share price of ABC Ltd. is trading at Rs. 900/- with a Face value of Rs. 10/-: 
   Case 1: If company declares the bonus of 1:1, what would be share price and face value of the share post bonus issue? 
   Case 2: If company goes for 10 for 1 split, what would be the share price and face value post-split.  

Q.5 Differentiate between ‘Initial margin’ and ‘Minimum margin’ (maintenance margin) in Future trading. Explain with suitable example.  

Q.6 Mr. ABC bought the two lots of Nifty April Future @ Rs. 8800 on 10th Apr 2017. The expiry date of Future contract is 27 Apr, 2017. The closing price for Nifty Future on 27th April is 8840 respectively. Calculate the profit / loss on these positions on expiry. Assume that there is no transaction cost involved and lot size of Nifty Future is 75.  

OR  
Mr. ABC bought the 100 stocks of a company @ Rs. 110 per share and received the dividend of Rs. 3 per share. He has sold the stock @ Rs. 118. Calculate the total percentage return on this transaction.  

20
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING)—First Semester
BUSINESS ORGANIZATION(BBA-101) /
BUSINESS ORGANIZATION AND MANAGEMENT (BBA-101A)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer in brief:
   a) Meaning and concept of a business system.  2
   b) State any two differences between industry, trade and commerce.  4
   c) Define ‘capitalism’.  2
   d) State any two merits of sole proprietorship.  2
   e) Write any four principles of scientific management.  4
   f) Define ‘motivation’.  2
   g) Diagrammatically represent Maslow’s Need Hierarchy.  2
   h) State the types of plan.  2

   **PART-A**

Q.2 Define ‘business’. Discuss the main objectives of business in detail.  20

Q.3 What is meant by business environment? Discuss the internal and external factors of business environment in detail.  20

Q.4 “Multinational operations are not an unmixed blessings”. Critically analyse the statement.  20

   **PART-B**

Q.5 Define management. Discuss the functions and importance of management in detail.  20

Q.6 Write notes on:
   a) MBO  
   b) Formal and informal organization.  10×2

Q.7 What is meant by the term: controlling? Explain the process of controlling in detail.  20
Q.1 Short answer questions:

a) Construct a $3 \times 3$ matrix whose elements are given by $a_{ij} = i - j$.

b) What do you mean by equivalent set?

c) How many arrangements can be made by using letters of the word 'CAUTION'?

d) Differentiate $7^x$ w.r.t. $x$.

e) If $a = 10$ and $r = 5$, then find $T_3$.

f) If $2^x \cdot 2^{x^2} = 8$, find $x$.

g) Simplify: $\log_3 \left( \frac{32}{15} \right)$

h) What do you mean by difference of two sets?

i) Write in Roster form:
   $\{x : x \text{ is an integer and } -1 \leq x \leq 4\}$.

j) If $A \times B = \{(4,1),(4,2),(4,3),(5,1),(5,2),(5,3)\}$; then find the set $B$.

Q.2

a) Let $A = \{1,2,3\}$, $B = \{2,3,4\}$ and $C \{4,5\}$, verify that
   
   i) $A \times (B \cap C) = (A \times B) \cap (A \times C)$
   
   ii) $A \times (B \cup C) = (A \times B) \cup (A \times C)$

b) Prove that: $A \cap (B - C) = (A \cap B) - (A \cap C)$.

c) In a group of athletic teams in a college, 21 are in basketball team; 26 in the hockey team and 29 in football team. If 14 play hockey and basketball; 12 play football and basketball; 15 play hockey and football and 8 play at the three games. Find:
   
   i) How many players are there in all?
   
   ii) How may play football but not hockey?
   
   iii) How may play exactly one game?

Q.3

a) If $x = \frac{2}{3} + \frac{1}{3}$; show that $x^3 - 9x - 12 = 0$.

b) Prove that:
   $\log_3(3\times\log_4(4\times\log_5(5\times\log_6(6\times\log_7(7\times\log_8(8)))))) = 3$.

c) If $3^x = 5^y = 15^z$; prove that $z = \frac{xy}{x+y}$.

Q.4

a) The sum of three numbers in A.P. is 21 and their product is 336. Find the numbers.

b) Sum the series:
   $8 + 88 + 888 + \ldots$ to $n$ terms.

c) The difference between S.I. and C.I. for a certain sum of money is 35 at 10% p.a. for 2 years, find the principle.
PART-B

Q.5 a) How many numbers between 9 and 1000 can be formed with the digits 0, 1, 2, 3, 4, 5, no digit being repeated in any number?  
5
b) How many arrangements can be made out by using the letters of the word 'EDUCATION'? In how many of them vowels are not together?  
6
c) How many five letter words can be formed by using letters of word 'INTERNATIONAL'?  
9

Q.6 a) Solve the following system of linear equations:
\[ \begin{align*}
    x + y + z &= 6 \\
    x - y + z &= 2 \\
    2x + y - z &= 1
\end{align*} \]
9
b) If \( A = \begin{bmatrix} 1 & 2 & 3 \\ 3 & -2 & 1 \\ 4 & 2 & 1 \end{bmatrix} \), show that \( A^3 - 23A - 40I = 0 \).  
7
c) Find \( AB \) if, \( A = \begin{bmatrix} 2 & 1 \\ 3 & 2 \\ -1 & 1 \end{bmatrix} \) and \( B = \begin{bmatrix} 1 & 0 & 1 \\ -1 & 2 & 1 \end{bmatrix} \).  
4

Q.7 a) If \( y = x + \frac{1}{x} \), show that \( x^2 \frac{dy}{dx} - xy + 2 = 0 \).  
6
b) Find \( \frac{dy}{dx} \); if \( y = \log \left( \frac{x + 2}{x - 2} \right)^{\frac{3}{4}} \).  
8
c) Differentiate w.r.t. \( x \): \( \frac{\sqrt{x+1} + \sqrt{x-1}}{\sqrt{x+1} - \sqrt{x-1}} \).  
6
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING)—First Semester  
COMPUTER FUNDAMENTALS (BBA-103)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 
**Answer the following:**  
a) Write any two characteristics of computers.  
b) Name any secondary storage device.  
c) Father of modern digital computer is __________.  
d) Expand LAN.  
e) The complementary of binary no 11010.01 is __________.  
f) An input device widely used in supermarkets.  
   i) Mouse  
   ii) Keyboard  
   iii) Monitor  
   iv) Barcode Reader  
g) Windows, android, Linux are examples of __________.  
   i) Programming  
   ii) Websites  
   iii) Operating System Languages  
   iv) None of above  
h) The 2’s complement of (101101)₂ is  
   i) (101010)₂  
   ii) (010011)₂  
   iii) (101011)₂  
   iv) (010010)₂  
i) VDU is __________, which is an output device.  
   i) Virtual Display Unit  
   ii) Visual Display Unit  
   iii) Virtual Disk Unit  
   iv) None of above  
j) The output quality of printer is measured by __________.  

**State whether the following statements are TRUE or FALSE:**  
k) 8 bits form 1 byte.  
l) Speedometer is an analog computer.  
m) PowerPoint is an example system software.  
n) Plotter is an output device.  
o) The second-generation computers were based on transistor.  

**PART-A**

Q.2 Define the term computer system? What are the characteristics of computers? Also state difference between analog and digital computers.  

**PART-B**

Q.3 Write short notes on:  
a) EBCDIC  
b) Binary subtraction.  
c) Convert (75.625)₁₀ to (?)₂.  

Q.4 Short notes on:  
a) Printer.  
b) Keyboard.  
c) Primary memory.  

Q.5 What is operating system. Discuss the functions of operating system. Also write the names of any four operating systems.
Q.6 Explain the following:
   a) Network with its advantages.
   b) Firewalls.
   c) Different types of network. 5×3

Q.7 Discuss the applications of computers in banks and in book publications.
End Semester Examination, May. 2017  
BBA (GEN) / BBA (BANKING) – First Semester  
FINANCIAL ACCOUNTING (bba-104)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) Increase in one asset; ___________ in another asset.
   b) ___________ is a process of transferring debits and credits from journal and other books of original entry to respective ledger.
   c) The period over which a depreciable asset is used is called ___________.
   d) All _________ and _________ are credited in normal account.  

State whether the following statements are TRUE or FALSE:
   e) It is assumed that accounting policies are consistent from are period to another.
   f) Petty cash is an expense.
   g) Balance sheet is a position statement.
   h) Free samples received are business gains.
   i) Furniture and fittings are classified as capital expenditure.

Briefly explain the following (any two):
   j) Provision for depreciation.
   k) Capital and revenue expenditure.
   l) Accounting process.  

PART-A

Q.2 a) Journalize the following transactions and prepare ledger, trial balance for the following:
   i) On 1\textsuperscript{st} April 2015 MitraSen started business with cash Rs. 15000; goods Rs. 10000; machinery Rs. 8000; bank balance Rs. 10000.
   ii) Cash with drawn from bank Rs. 5000 on 3\textsuperscript{rd} April.
   iii) Received from Omprakash in settlement of an account of Rs. 10000, Rs 1800 in cash and a cheque of Rs. 8000 on 18\textsuperscript{th} April.
   iv) Paid rent by chequeRs. 2000 on 30\textsuperscript{th} April.
   v) Cash deposited with bank Rs 5000 on 30\textsuperscript{th} April.  

b) Write briefly possible combinations in accounting equation.  

Q.3 a) Explain the concept of BRS. What are the reasons of difference between bank balances as per cash book and pass book?  

b) Explain accounting conventions in detail.  

Q.4 a) Rectify the following errors:
   i) Goods purchased from Sanjay for Rs. 2000 was entered in purchase book as Rs. 2000 only.
   ii) Goods sold to Rohan for Rs. 360 on credit were recorded in sales book as Rs. 630.
   iii) Typewriter purchased for Rs. 7500 has been wrongly passed through the purchases book.
   iv) Rs. 1000 received from ‘x’ has been credited to Y’s account.
v) An amount of Rs. 3000 spent for installed of machinery has been entered in wages A/C.

b) Prepare accounting equation for following:
   i) Heera started business with cash Rs. 150000.
   ii) Stationery purchased for Rs. 5000.
   iii) Expenses paid for repair of machinery for Rs. 5000.
   iv) Goods purchased from Shayam Rs. 4500 as cash.
   v) Sold goods for cash Rs. 16000 (cost Rs. 18000).

**PART-B**

Q.5  
   a) Prepare machine A/C for 3 years, on straight line method of depreciation for following ABC Ltd. Purchased a machine costing Rs. 300000 on 1st April 2000 and an additional machine on 1st October 2000, costing Rs. 200000 and on 1st July 2001 costing Rs. 100000. On 1st January 2002, one third of machine purchased on 1st April, 2000 was sold at Rs. 30,000. It is given that depreciation is charged @ 10% p.a.
   
   b) Explain factors that affect the computation of depreciation in detail.

Q.6  
   a) Classify the following into capital or revenue expenditure with explanation.
      i) Administrative and legal fees of Rs. 4500 paid to acquire land.
      ii) Cartage paid on new machine Rs. 300.
      iii) Sum of Rs. 600 spent on painting the factory.
      iv) Overhead expenses of Rs. 20000 spend on purchase of second hand machinery.
      v) Rs. 8200 spent on repair before using second hand car.
   
   b) Write a note on deferred revenue expenditure and capital receipt.

Q.7  
   What is the difference between trading and P &L A/c. Explain with suitable examples the adjustment for **any four** of the following:
   
   a) Closing stock.
   b) Discount on debtors.
   c) Prepaid income.
   d) Outstanding expenses.
   e) Bad debts.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS ECONOMICS ANALYSIS (bba-105)

Time: 3 hrs  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least TWO questions from each Part. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions in brief:
   a) Define micro economics.
   b) Draw a supply schedule and a supply curve.
   c) Differentiate between inferior goods and superior goods.
   d) Can utility be measured?
   e) Differentiate between fixed and variable costs.
   f) Define ‘pure competition’.
   g) With help of a diagram show that when TR is maximum, MR is zero.
   h) Define the term ‘budget line’.
   i) What is dumping?
   j) Draw an envelope cost curve.  

   **PART-A**

   Q.2 Explain the concept of price elasticity of demand and its degrees. Discuss the various methods of price elasticity of demand.  

   Q.3 What do you mean by consumers equilibrium? Explain it with help of utility analysis.  

   Q.4 State and explain the law of variable proportions. Also, describe the various stages of this law with help of a schedule and diagram.  

   **PART-B**

   Q.5 Differentiate between the following:
   a) Internal economies and external economies of scale.  
   b) Short run cost and long run cost.  

   Q.6 Differentiate between ‘perfect competition’ and ‘monopoly competition’. How does a firm determine prices under monopoly?  

   Q.7 Explain the term price discrimination. How is price determined under it? When is price discrimination profitable?
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
MICRO ECONOMICS FOR BUSINESS DECISIONS (bba-107)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 **Fill in the blanks:**

a) Economics is both a _______ as well as an _________.
b) Normal good is a good for which an ________ in consumer’s income result in an ________ in demand.
c) Want satisfying capacity of a good is called __________.
d) Indifference curve is ________ to the point of origin.
e) Total cost is the sum of ________ and ________ for each output level.
f) Monopolistic competition is a situation that is in between ____ and _____. 1x10

**Answer the following questions in brief:**

| Q.2 | a) Is economics a science or an art? Discuss. | b) Discuss the scarcity definition as well as growth definition of economics. |
| Q.3 | Explain the law of demand. Why does demand curve slope downwards to the right? Explain its exceptions. |
| Q.4 | What are indifference curves? Discuss their properties. Explain consumer’s equilibrium with help of indifference curve technique. |

**PART-A**

Q.2 a) Is economics a science or an art? Discuss. 10
b) Discuss the scarcity definition as well as growth definition of economics. 10

Q.3 Explain the law of demand. Why does demand curve slope downwards to the right? Explain its exceptions. 20

Q.4 What are indifference curves? Discuss their properties. Explain consumer’s equilibrium with help of indifference curve technique. 20

**PART-B**

Q.5 a) State and explain the law of variable proportions by giving its assumptions. 10
b) Distinguish between external and internal economics. 10

Q.6 Explain the following:

a) Monopolistic competition is a mixture of ‘Monopoly’ and ‘Project competition’. 10
b) Short run and long run equilibrium of firm under monopolistic competition. 10

Q.7 a) Discuss modern theory of rent. 10
b) Explain the liquidity preference theory off interest. 10
Q.1  a) Pick the odd-one out of the following:
   i) Graphics
   ii) Animation
   iii) Audio
   iv) Voice Script
b) JPEG is an acronym for ________.
c) What is another name for 2D animation?
d) MP3 is an extension of a ________ file.
e) Define the term ‘kinematics’.
f) PDF stands for:
   i) Portable Document File.
   ii) Partial Deal Format.
   iii) Portable Document Format.
g) What is the approximate file size in kilobytes of a monochrome color image that displayed at a resolution of 640x480 Pixel?
h) The output using Run-length encoding technique for the following string is:
   Z ZZZZZZ C Z ZZZ CCC Z Z C CC
   i) 7ZC4Z3C2Z3C
   ii) 7CZ4C3ZC2Z3C
   iii) Z7C1Z4C32Z3C
   iv) None of the above
i) State the purpose of following HTML Tags:
   <1>, <BR>, <HR>
   i) Cable modem
   ii) ATM
   iii) Network Interface Card
   iv) All of the above
j) Which of the following is a communication device?
   i) Cable modem
   ii) ATM
   iii) Network Interface Card
   iv) All of the above

PART-A
Q.2  a) Explain the multimedia architecture in detail.
     b) What are the limitations of multimedia?
     10
     5
Q.3  Explain input output and memory devices used in multimedia in detail.
     15
Q.4  What do you understand by Text? Explain different types of text in detail.
     15

PART-B
Q.5  a) Write the difference between bitmap and vector drawn objects.
     b) Explain different file formats for image.
     7
     8
Q.6  a) The symbols and their frequency are given below:

<table>
<thead>
<tr>
<th>Symbol</th>
<th>A</th>
<th>M</th>
<th>F</th>
<th>P</th>
<th>D</th>
<th>L</th>
<th>Q</th>
</tr>
</thead>
</table>
Construct Huffman tree and generate Huffman codes.

b) What is data compression? What are the various compression techniques?

Q.7 What do you mean by Animation? What are the 12 basic principles of animation?
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
BUSINESS STATISTICS (BBA-204)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least TWO questions from each Part. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following:
   a) Give an example of discrete and continuous series.
   b) Find the harmonic mean of 4, 7 and 9.
   c) Write formula of mode for continuous series.
   d) Write down the relation between arithmetic mean, geometric mean and harmonic mean.
   e) Find geometric mean of 2, 4 and 8.

   **State whether the following statements are TRUE or FALSE:**
   f) Harmonic mean is the best average.
   g) Laspeyer’s Index number satisfies both time reversal and factor reversal test.
   h) Seasonal variations are regular in nature.
   i) The two regression coefficients are byx = 0.78 and bxy = 0.17.
   j) Highest value of correlation is 1.

   **PART-A**

   Q.2 a) What do you mean by ‘statistics’? What are the scope and functions of statistics?
   b) What do you mean by ‘Tabulation’? Write different parts of a table by giving an example.

   Q.3 a) What do you mean by ‘central tendency’? What are the different measures of central tendency?
   b) Draw less than and more than ogive curve for the data given below:

<table>
<thead>
<tr>
<th>C.I.:</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>80-90</th>
</tr>
</thead>
<tbody>
<tr>
<td>f:</td>
<td>2</td>
<td>5</td>
<td>9</td>
<td>14</td>
<td>22</td>
<td>16</td>
<td>8</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

   c) A man covered 1st 50 km with an average speed of 65km/hr, next 30km with the speed of 58km/hr; another 20km with the speed of 45km/hr. and last 10km with the speed of 30km/hr. Find the average speed of entire journey.

   Q.4 a) Calculate quartile derivation and its coefficient for the given data:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>f:</td>
<td>1</td>
<td>6</td>
<td>9</td>
<td>13</td>
<td>7</td>
<td>4</td>
<td>2</td>
</tr>
</tbody>
</table>

   b) Find the missing frequencies for incomplete data given below, where N = 229 and median = 46.

<table>
<thead>
<tr>
<th>Variable:</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>12</td>
<td>30</td>
<td>f₁</td>
<td>65</td>
<td>f₂</td>
<td>25</td>
<td>18</td>
<td>229</td>
</tr>
</tbody>
</table>

   Also calculate Q₃ and P₃₀ for complete data.
PART-B

Q.5 a) Calculate Karl-Pearson’s coefficient of correlation for the data given below:

<table>
<thead>
<tr>
<th>X</th>
<th>78</th>
<th>83</th>
<th>98</th>
<th>70</th>
<th>80</th>
<th>90</th>
<th>72</th>
<th>81</th>
<th>93</th>
<th>82</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>109</td>
<td>112</td>
<td>115</td>
<td>100</td>
<td>103</td>
<td>111</td>
<td>120</td>
<td>118</td>
<td>101</td>
<td>116</td>
</tr>
</tbody>
</table>

b) Find regression equation of Y on X and X on Y for the given data:

<table>
<thead>
<tr>
<th>X</th>
<th>109</th>
<th>118</th>
<th>130</th>
<th>115</th>
<th>100</th>
<th>120</th>
<th>128</th>
<th>119</th>
<th>103</th>
<th>110</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>89</td>
<td>93</td>
<td>82</td>
<td>90</td>
<td>95</td>
<td>85</td>
<td>98</td>
<td>80</td>
<td>81</td>
<td>92</td>
</tr>
</tbody>
</table>

Q.6 a) What do you mean by time series? Explain different components of time series by giving examples.

b) Calculate Fisher’s Ideal Index Number and show that it satisfies both time reversal and factor reversal test for data given below:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>19</td>
<td>23</td>
<td>9</td>
<td>13</td>
</tr>
<tr>
<td>B</td>
<td>23</td>
<td>10</td>
<td>12</td>
<td>14</td>
</tr>
<tr>
<td>C</td>
<td>18</td>
<td>8</td>
<td>8</td>
<td>12</td>
</tr>
<tr>
<td>D</td>
<td>7</td>
<td>12</td>
<td>11</td>
<td>14</td>
</tr>
<tr>
<td>E</td>
<td>11</td>
<td>8</td>
<td>6</td>
<td>9</td>
</tr>
</tbody>
</table>

Q.7 a) What do you mean by Index Number? Write down the problems that arise in the construction of Index Numbers.

b) Use the method of least squares to fit a straight trendline and estimate the number of salesmen in 2018.

<table>
<thead>
<tr>
<th>Year</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesmen</td>
<td>38</td>
<td>37</td>
<td>38</td>
<td>33</td>
<td>36</td>
<td>39</td>
<td>34</td>
<td>39</td>
<td>37</td>
</tr>
</tbody>
</table>

10
Q.1 Fill in the blanks:
   a) The ratio calculated by comparing the sale of pre-incorporation period to sale of 
      post incorporation period is called ________ (Sales ratio/Time ratio).
   b) Director fees and preliminary expenses charged wholly to ________ in-corporation period.
   c) A ________ is appointed by the court to realize the assets and pay off the 
      liabilities at the time of liquidation of a company.
   d) The liability of each share-holder of a company is ________ (Unlimited/limited).
   e) Amount equal to ________% of the face value of the issued debenture must be 
      transferred to debenture redemption reserve from surplus of statement of profit 
      and loss at time of redemption of debentures(50/75/25).

State whether the following statements are TRUE or FALSE:
   f) At the time of liquidation preferential creditor get their money before the 
      debenture holders.
   g) Super profit = Average profit – Normal profit.
   h) In case of oversubscription shares are allotted on pro-rata basis.
   i) A company can redeemed its partly paid shares.
   j) Debentures are fixed assets of a company which can be used as security to raise 
      loan from bank.

Answer the following:
   k) What is alteration of share capital?
   l) Define goodwill.
   m) Discuss the net assets method of valuation of shares.
   n) Discuss the concept of underwriting.
   o) Write any two differences between share and debenture.

Q.2 Discuss the various methods of alteration of share capital in detail.

Q.3 A Ltd. makes an issue of 10,000 shares of Rs. 100 each, payable as follows:
   On application & allotment Rs. 50
   On first call Rs. 25
   On second call Rs. 25
   Members holding 400 shares did not pay the second call and the shares were duly 
   forfeited, 300 of which reissued as fully paid at Rs. 80 per share. Pass necessary 
   journal entries in the books of company.

Q.4 A company issued 5,000, 9% debentures of Rs. 100 each in 2001, interest is payable 
   on 30th June and 31st December each year. On 30th April 2012 the company 
   purchased Rs. 10,000 of its own debentures at 95% and cancelled them after 4 
   months. Give journal entries if the purchase price is:
a) Cum-interest  
b) Ex-interest  
Ignore creation of debenture redemption reserve.

PART-B

Q.5  
a) What is liquidation of companies?  
b) The following particulars relate to a Limited Company which has gone into Voluntary Liquidation. You are required to prepare the liquidator’s final account, allowing for his remuneration at 2% on the amount realized and 2% on the amount distributed to unsecured creditors other than preferential creditors:-

<table>
<thead>
<tr>
<th></th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preferential creditors</td>
<td>10,000</td>
</tr>
<tr>
<td>Unsecured creditors</td>
<td>32,000</td>
</tr>
<tr>
<td>Debentures</td>
<td>10,000</td>
</tr>
</tbody>
</table>

**Assets were realized as follows:-**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Land &amp; Buildings</td>
<td>20,000</td>
</tr>
<tr>
<td>Plant &amp; Machinery</td>
<td>18,650</td>
</tr>
<tr>
<td>Fixtures and Fittings</td>
<td>1,000</td>
</tr>
</tbody>
</table>

The liquidations expenses were Rs. 1,000.

Q.6  
a) What is the need for valuation of shares? Discuss any five factors affecting the valuation of shares.  
b) The profit & loss account of Mr. X disclosed the following result: 2008 profits Rs. 1,00,000; 2009 profits Rs. 2,00,000; and 2010 profits Rs. 1,70,000.  
X intends to sell the business to Y. Ascertain the amount of goodwill after taking into consideration the following factors:

i) Profits of 2008 include a speculative profit of Rs. 20,000/-.  
ii) Profits of 2009 were reduced by Rs. 30,000 due to loss by fire.  
iii) The properties were not insured and it was thought prudent to insure the business in future. The premium was estimated Rs. 4,000 per annum.  
iv) The existing tenancy contract has expired and Y will have to pay Rs. 2,000 per month in place of Rs. 1,200 per month.  
v) Y will not need the services of X’s manager who is paid a salary of Rs. 3,000 p.m. He will supervise the business himself. At present he is serving in a private company at a salary of Rs. 4,000 p.m which post he shall have to resign.

Goodwill is to be valued at two year’s purchase of the average profits of past three years.

Q.7  
Discuss the following Accounting Standards.  
a) AS – 5 – Net profit or loss for the period, prior period items and change in accounting policies.  
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
MACRO ECONOMICS(BBA-206)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least TWO questions from each Part. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer briefly:
   a) Differentiate between ‘real’ and ‘monetary flow’ of income.
   b) Define Say’s law of consumption.
   c) Define the term: National Income.
   d) Differentiate between ‘average propensity to consume’ and ‘marginal propensity to
      consume’.
   e) What do you mean by term: marginal efficiency of capital?
   f) Define ‘fiscal policy’.
   g) Write any two functions of Reserve Bank of India.
   h) Define ‘aggregate demand’.
   i) Write any two functions of money.
   j) Write any two features of macro-economics. 2x10

PART-A

Q.2 Write short notes on the following:
   a) Stock and variable.
   b) Partial and general equilibrium.
   c) Static and dynamic analysis.
   d) Macro-economics. 5x4

Q.3 Explain different methods of measuring national income. What are the difficulties in its
measurement? 20

Q.4 State and explain Keynes Psychological Law of consumption along with its importance
in detail. 20

PART-B

Q.5 What is monetary policy? Explain the various tools of monetary policy? Also, explain
its objectives in a developing country like India. 20

Q.6 a) Explain the concept of ‘multiplier’. 5
   b) “The multiplier is a two-edged sword. It will cut for you or against you.” Explain
      the statement and also discuss important limitations of multiplier. 15

Q.7 What is inflation? What are the causes of inflation? Suggest measures to correct it. 20
End Semester Examination, May 2017  
BBA (GEN / BANKING)-Third Semester  
ORGANIZATIONAL BEHAVIOR AND DEVELOPMENT (BBA-301)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Marks are indicated against each question.

Q.1  Answer **(any ten)** of the following:
   a) Define ‘power’.
   b) Differentiate between formal and an informal group.
   c) What do you mean by culture? Give an example.
   d) Explain the scope of OB.
   e) What do you mean by personality?
   f) Explain any two group properties.
   g) What do you understand by cross functional teams?
   h) Explain the term motivation.
   i) Explain any two characteristics of leader.
   j) Explain culture differences in negotiations.
   k) Explain any two characteristics of culture.  

**PART-A**

Q.2  a) Compare Maslow and two factor theory of motivation with the help of appropriate examples.  
    b) Explain perception, attitude and ability with the help of examples.  
    c) What is organizational behavior? Explain various disciplines that contribute to OB field.  

Q.3  Explain the determinants of personality. Elaborate Big 5 trait theory of personality with appropriate examples.  

Q.4  Explain conflicts and types of conflicts. How is conflicts managed? Elaborate it with the help of examples.  

**PART-B**

Q.5  a) Analyze the advantages and challenges of electronic communication.  
    b) “A leader is developed and not born”. Do you agree with this? Explain with reasons.  

Q.6  Explain various elements of organizational structure with the help of appropriate examples.  

Q.7  Define organization culture and explain its types with help of various examples.
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING) – Third Semester  
DATABASE MANAGEMENT SYSTEM (BBA-302)  

Time: 3 hrs  
Max Marks: 75  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 **Answer in brief:**

a) Define the terms: ‘schema and instance’.

b) Define the terms: fields, records and files. Give suitable examples.

c) _________ is the full form of SQL:
   i) Standard query language.
   ii) Sequential query language.
   iii) Structured query language.
   iv) Server query language.

d) A parent-child relationship among the items in a database is established by a:
   i) Network model.
   ii) Hierarchical model.
   iii) E-R model.
   iv) Relational model.

e) A relational database developer refers a record as:
   i) Criteria
   ii) Tuple.
   iii) Relation.
   iv) Attribute.

f) Explain Equi-join with an example.

g) _________ command can be used to modify a column in a table.

h) _________ is related to the concept of multi-valued dependency.

i) What is the use of NULL?

j) The full form of KDD is:
   i) knowledge discovery database.
   ii) knowledge database design.
   iii) Knowledge database definition.
   iv) Knowledge data house.

1×15

**PART-A**

Q.2  
a) Explain three-level architecture of DBMS in detail.  
b) Define the term: DBA. What are its role and responsibilities?  

Q.3  
What is relational algebra? Explain all the basic relational algebra operations in detail.

Q.4  
How one can classify data models? Explain E-R model and E-R diagram with an example.

**PART-B**

Q.5  
a) Define ‘normal forms’. Write the advantages and disadvantages of normalization in detail.
   b) Write a short note on ‘constant’.

Q.6  
a) Define ‘data warehouse’. What are the characteristics of data warehouse? How data Warehouse is different from Data Mining.
   b) Write a short note on ‘Big data’.

Q.7  
Write short notes on:
   a) Virus and firewalls.
b) Security issues in database.
c) Mobile and multimedia database.
Q. 1  

a) **Re-write the following sentences after filling-in the blank spaces with appropriate word(s)/figure(s):**

i) Direct material + direct labour + factory overheads = __________.

ii) Abnormal losses on account of idle time should be written off by being directly debited to __________.

iii) Economic lot size is the order size that __________ the total cost of ordering and storing.

iv) Zero base budgeting overcomes the weaknesses of __________.

v) The three categories of inventory for a manufacturer are raw material, work in process and __________.

vi) The time lost by workers who are paid on time basis, is known as ________.

vii) At break-even point, the contribution will be equal to __________.

viii) __________ is a budget designed to furnish budgeted costs for any level of activity actually attained.

ix) _______ is the allotment of proportion of items of cost to cost centre/cost units.

x) The difference between actual sales and break even sales is _______.  1x10

b) **State, with reasons in brief, whether the following statements are TRUE or FALSE:**

i) At break-even point, the company earns only marginal profit.

ii) Fixed cost per unit remains fixed.

iii) Cost accounting is a branch of financial accounting.

iv) High wages means high cost of production.

v) Fixed budgets are budgets of fixed assets.  2x5

---

**PART-A**

Q. 2  Distinguish between 'Fixed cost' and 'Variable cost'. What are the components of total cost shown in the cost sheet?  

20

Q. 3  Material-A is used as follows:

Minimum usage - 500 units per week  
Maximum usage - 1,500 units per week  
Normal usage - 1,000 units per week  
Ordering quantities - 1,600 units  
Delivery period - 4-6 weeks

Calculate:

i) Maximum level.  

ii) Minimum level.  

iii) Ordering level.  

20
Q.4 From the following data provided to you, find out the labour turnover rate by applying (i) replacement method; and (ii) separation method

Number of workers on the payroll:
- At the beginning of the month: 500
- At the end of the month: 600.

During the month, 5 workers left, 20 workers were discharged and 75 workers were recruited. Of these, 10 workers were recruited in the vacancies of those leaving and while the rest were engaged for an expansion scheme.

PART-B

Q.5 The sales turnover and profit during two periods were as follows: Period-1 — Sales: Rs.20/- lakh; and Profit: Rs.2/- lakh

Period-2 — Sales: Rs.30/- lakh; and Profit: Rs.4/- lakh

Calculate:
  i) P/V ratio;
  ii) Sales required to earn a profit of Rs.5/- lakh; and
  iii) Profit when sales are Rs. 10/- lakh

Q.6 Write short notes on:
  a) Management by exception.
  b) Zero base budgeting.
  c) Responsibility accounting.
  d) Margin of safety.

Q.7 A-One Co. produces 4,00,000/- components of machinery annually at 80% of full capacity. Regular selling price of the component is Rs.33/-.

Budgeted annual production costs and other expenses for the year are as follows:
- Raw material cost per unit Rs. 4.25
- Direct labour cost per unit Rs. 5.75
- Variable factory overhead per unit Rs. 7.75
- Variable selling costs 5% of selling price
- Fixed factory and administrative overheads Rs. 39,50,000/-

During the year, A-One Co. received a one-time order to sell 25,000 components for which no selling expenses will be incurred.

What should be the minimum price quoted by A-One Company if it wants to earn minimum of Re. 1 per component on this order?
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING) – Third Semester  
HUMAN RESOURCE MANAGEMENT (bba-304)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on the following:  
a) Any two objectives of HRM.  
b) Strategic human resource management.  
c) Recruitment.  
d) Selection.  
e) Career development.  
f) Employee involvement.  
g) Any two importance of performance appraisal.  
h) Two objectives of wage and salary administration.  
i) National trade union.  
j) Incentives.  

PART-A

Q.2 Discuss the functions of human resource management. Also discuss the various environmental factors that affect the functioning of HR department.  

Q.3 Write short notes on:  
a) Human resource planning and its process.  
b) Job analysis.  

Q.4 What do you understand by concept of HRD (Human Resource Development). Discuss the scope and significance of HRD in detail.  

PART-B

Q.5 Discuss the term performance appraisal. Also discuss the process and various methods of performance appraisal.  

Q.6 What is wage and salary administration? Also discuss the essentials for a better wage and salary structure along with the wage payment systems adopted by an organization.  

Q.7 Write short notes on the following:  
a) Industrial relations and its importance.  
b) Trade unions.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Third Semester
PRODUCTION MANAGEMENT (BBA-305)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Answer in brief:
   a) Define the term ‘PPC’.
   b) What is fixed cost?
   c) Define ‘process layout’.
   d) What is EOQ model?
   e) Define ‘buffer stock’.
   f) Explain the term MPS.
   g) Explain long term and short term decisions.
   h) What are the objectives of production?
   i) What do you understand by plant-location?
   j) Define the team ‘work measurement’.

   2x10

PART-A

Q.2 a) What is the importance of Production Management in an automobile manufacturing company? Explain major activities which are performed during the production management. 10
   b) What do you understand by product based industry and service based industry? What are the major differences between them? 10

Q.3 a) Evaluate the types of plant locations and define the factors affecting the plant locations. 10
   b) Discuss the advantages and disadvantages of process layout and product layout. 10

Q.4 a) Define the term work study. What are the basic functions and procedures of work study? 10
   b) Explain the objective of work measurement and what are the differences between the method study and work measurement. 10

PART-B

Q.5 a) What do you understand by the Toyota Production System? Write down the merits and demerits of Toyota production system. 10
   b) What are the objectives of aggregate planning for a product based company? Explain the strategies of aggregate planning. 10

Q.6 a) What is purchasing? Explain purchasing management in detail. 10
   b) What do you understand by the term quality? What are the objectives of quality assurance? 10

Q.7 a) What are the quality control charts for variables and attributes? 10
   b) Write short notes on:
i) EOQ model.

ii) ABC analysis.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Fourth Semester
INDIAN BUSINESS ENVIRONMENT (BBA-402)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1** is compulsory. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

**Q.1 Fill in the blanks:**

a) _______ policy frames the rules and regulations for export and import of a country.
b) _______ and _______ are the external causer of industrial sickness in India.
c) _______ is an institution that accepts deposits from the public.
d) Balance of trade is equal to _______ (−) _______.

**State whether the following statements are True or False:**

e) LPG means Liquid Private Gas agencies.
f) Proctor and Gamble is the example of multinational corporation in India.
g) The main objective of private sector enterprises in India is social welfare.
h) Industrial policy is a roadmap for the industrial development of a country.
i) FDI stands for Fast Deposits in India.
j) BoP records all economic transactions of a country with rest of the world.
k) New EXIM policy provides various incentives to handloom and handicraft industries.
l) Balance of trade includes import and export of all goods and services.

**PART-A**

Q.2  
a) Define the term business environment. Describe the significance of business environment in detail.  
 b) Explain the various components of business environment in detail. 

Q.3  
a) Describe the effect of economic reforms on the business environment in India.  
 b) Explain the privatization, liberalization and globalization as the features of reforms in India. 

Q.4  
a) Discuss the main features of present industrial policy of India.  
 b) Point out the reasons for adverse balance of payments situation in India. 

**PART-B**

Q.5  
a) Discuss the various export promotion measures taken by the Government of India in the last decade.  
 b) Write a note on ‘role of MNCs in India’.

Q.6  
a) “The public sector in India has failed in fulfilling its assigned role”. Do you agree with the view? Give reasons for your answers. 
 b) Give the reasons of sickness of Indian industry. 

Q.7  
a) What do you understand by social responsibilities of business? Discuss the social responsibilities of business towards customers and employees in detail. 
 b) Write a note on ‘business social policies’.
Q.1 State whether the following statements are TRUE or FALSE:

a) Money has no time value.  

b) EOQ stands for Economic Order Quality.  

c) An annuity is an equal series of cashflow.  

d) Profit maximization is the ultimate objective of financial management.  

e) Financial leverage is inversely proportional to operating leverage.  

2×5

Fill in the blanks:

f) Investing `_________ for 3 years @ 10% will amount to `_________.  

g) Capital structure refers to mix of ________ and ________ in the capital invested.  

h) Negative net working capital means the value of ________ is less than the value of ________.  

i) The role of financial manager is ________ of funds.  

j) The main objective of financial management is ________.  

2×5

PART-A

Q.2  

a) What is financial management? How does a modern financial management differ from traditional financial management?  

b) What is annuity? How does an ordinary annuity differ from annuity due?  

Q.3  

A choice is to be made between two proposals which require an equal investment of `50000 each and are expected to generate net cashflow as under.

<table>
<thead>
<tr>
<th>Year</th>
<th>I</th>
<th>II</th>
<th>III</th>
<th>IV</th>
<th>V</th>
<th>VI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project A</td>
<td>25000</td>
<td>15000</td>
<td>10000</td>
<td>Nil</td>
<td>12000</td>
<td>6000</td>
</tr>
<tr>
<td>Project B</td>
<td>10000</td>
<td>12000</td>
<td>18000</td>
<td>25000</td>
<td>8000</td>
<td>4000</td>
</tr>
</tbody>
</table>

The cost of capital of the company is 10%. Discount factor at 10% for 1 to 6 years is:

<table>
<thead>
<tr>
<th>Year</th>
<th>Discount Factor</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>0.909</td>
</tr>
<tr>
<td>2</td>
<td>0.826</td>
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<tr>
<td>3</td>
<td>0.751</td>
</tr>
<tr>
<td>4</td>
<td>0.683</td>
</tr>
<tr>
<td>5</td>
<td>0.621</td>
</tr>
<tr>
<td>6</td>
<td>0.564</td>
</tr>
</tbody>
</table>

Which project should be chosen under?

a) Payback period.  

b) NPV.  

c) ARR methods.  

Q.4  

What is meant by 'capital structure'? Explain the theories of capital structure in detail.  

PART-B

Q.5  

Write short notes on:

a) Permanent and temporary working capital.
b) Management of cash.

Q.6 Examine the various sources of long-term financing in Indian industries in detail.  

Q.7 Explain the Walter’s dividend model. Discuss its assumptions and limitations in detail.
END SEMESTER EXAMINATION, MAY 2017

BBA (GEN) / BBA (BANKING) – Fourth Semester

BUSINESS RESEARCH METHODS (BBA-404)

Time: 3 hrs.
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Short answer questions:
   a) What is research proposal?
   b) What is hypothesis testing?
   c) What are dependent variables?
   d) What is pilot testing?
   e) Define ‘nominal scale’.
   f) What do you mean by validity?
   g) Define ‘duster sampling’.
   h) Define ‘dichotomous questions’.
   i) What is oral presentations?
   j) Define ‘data’.

   2×10

PART-A

Q.2 What do you mean by research? Briefly describe the different steps involved in a research process.

Q.3 Write short notes on:
   a) Research proposal.
   b) Literature review.

   10×2

Q.4 Enumerate the different methods of collecting data. Which one is the most suitable for conducting enquiry regarding census survey in India? Explain its merits and demerits.

PART-B

Q.5 Write short notes on:
   a) Probability sampling.
   b) Non-probability sampling.

   10×2

Q.6 Write a note on different types of analysis of data and point out the significance of each.

Q.7 Explain the significance of a research report and narrate the various steps involved in writing such a report.

   20
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING)– Fourth Semester
MARKETING MANAGEMENT (BBA-405)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 Write short notes on the following:
   a) "Marketing begins and ends with consumers". Discuss.
   b) Product mix variables.
   c) Brand labels.
   d) Mass marketing.
   e) Advertising.
   f) Marketing research.
   g) Total product concept.
   h) Packaging.
   i) Personal selling.
   j) After sales service.  

   **2x10**

   **PART-A**

Q.2 What environmental factors influence the decision and subsequent marketing mix?  

Q.3  
   a) Explain the meaning and benefits of market segmentation with the help of few examples. 
   b) "Targeting and product positioning for market planning and strategy". Elaborate the statement.  

   **10**

Q.4 What is meant by promotion mix? Describe the factors governing promotion mix and explain its main elements. Mention various kinds of pricing.  

   **20**

   **PART-B**

Q.5 What do you mean by channels of distribution? What are the factors you consider important in deciding channel members? What are the various forms of retail organization?  

   **20**

Q.6 Discuss the importance of rural marketing. Distinguish the characteristics of rural consumers and rural markets in detail.  

   **20**

Q.7 Elucidate the recent developments in online, service and green marketing. How would social marketing can contribute in societal development?  

   **20**
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS ORGANISATION(bba-1001)

Time: 3 hrs  
Max Marks:  75  
No. of pages: 1  

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following:  
   a) Give any two points of difference between business, profession and employment. 2  
   b) State any two points of difference between partnership and sole proprietorship form of business organization. 2  
   c) List out the components of feasibility report. 2  
   d) State any two qualities of a successful entrepreneur. 2  
   e) List out the main contents of a business plan. 2  
   f) State any two functions of stock exchange in India. 2  
   g) State any two merits of a co-operative society. 1  
   h) Give one objective of CII. 2

UNIT-I

Q.2 Define the term ‘Business’. Explain the nature and objectives of business.  
15

Q.3 Define ‘business system’ and ‘business environment’. Discuss the interaction between business system and its environment.  
15

UNIT-II

Q.4 What are the characteristics of a sole trading business? Discuss its advantages and disadvantages.  
15

Q.5 a) Bring out the benefits and limitations of MNCs. 8  
   b) Explain the various types of co-operation society. 7

UNIT-III

Q.6 What are the functions performed by entrepreneurs? Explain the qualities of successful entrepreneurs.  
15

Q.7 a) Discuss the factors that determine the choice of the form of an organization. 8  
   b) Discuss the components of a feasibility report. 7

UNIT-IV

Q.8 What are business combinations? Explain the main causes of such combinations.  
15

Q.9 Write short notes on:  
   a) SEBI  
   b) FICCI  
7½x2
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS MATHEMATICS (bba-1002)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 2

Note: Attempt **FIVE questions in all; taking at least ONE question from each UNIT**. **Q.1 is compulsory.** All questions carry equal marks.

Q.1 Answer **any ten** questions of the following:

a) Define lower triangular matrix with the help of an example.

b) Define inverse of a matrix.

c) If
\[
\begin{bmatrix}
3y & x + y \\
2y + 2z & x - yw
\end{bmatrix}
= \begin{bmatrix} 5 & 0 \\ 7 & 0 \end{bmatrix}
\]

Find the value of \( y \) and \( x \).

d) Differentiate w.r.t \( x: 5x^3 + 2x^2 - 7x + 100 \).

e) Write in a set builder form: \( \{8, 16, 24, \ldots, 56\} \).

f) What do you understand by unit matrix?

h) If \( A = \begin{bmatrix} 3 & 7 \\ 4 & 9 \end{bmatrix} \) then find the value of \( A^{-1} \).

i) Explain the term ‘probability’ with the help of examples.

j) Define arithmetic and geometric mean with the help of examples. **1\frac{1}{2} \times 10**

**UNIT-I**

Q.2 If \( A = \{1,2,3,7\}, B = \{2,4,6,8,7\} \) and \( C = \{2,3,7,9,11,13\} \) and \( V = \{1,2,3,\ldots,20\} \) then calculate the following:

a) \( (A \cup B) \cup C \)

b) \( (A' \cap B') \cap C' \)

c) \( A \cap B \cap C \)

d) \( (A \cap B)' \cap (B \cup C)' \)

e) \( (A-B) \cup (B-C) \) **3\times 5**

Q.3 In a class of 35 students, 15 study Mathematics, 22 study Biology and 14 study Physics. If 11 students study both Mathematics and Biology, 8 study Biology and Physics and 5 study Mathematics and Physics and if 3 study all the three subjects, find how many students of the class are not taking any of these subjects? Also find how many students are studying exactly one of the subjects.

**UNIT-II**

Q.4 a) If \( 3^x = 4^y = 12^z \); prove that \( z = \frac{xy}{x + y} \) **7**

b) If one AM, \( A \) and two GM’s \( g_1 \) and \( g_2 \) be inserted between two numbers, prove that \( \frac{g_1^2}{g_2^2} + \frac{g_2^2}{g_1^2} = 2A \). **8**
Q.5  a) If $a^2 + b^2 = 7ab$ prove that 
$$2\log(a-b) = \log5 + \log a + \log b.$$  

b) If $\log(x+4) - \log 7 = 3\log 2 - \log(x+5)$ find the value of $x$.  

Q.6  How many arrangements can be made out by using the letters of the word 'ARRANEMENT'? In how many of them: 
   a) Vowels are not together.  
   b) A, R and M all always together.  

Q.7  a) How many five letters words can be made by using letter of the word "MATHEMATICS"?  
   b) Calculate the difference between simple interest and compound interest on '48500/- at 15% of 5 years.  

Q.8  Solve the following system of equations by Cramer’s rule:  
$$6x + y - 3z = 5$$  
$$x + 3y - 2z = 5$$  
$$2x + y + 4z = 8$$  

Q.9  a) Find $\frac{dy}{dx}$, if $y = \frac{\log x}{1 + \log x} + e^x$.  
   b) Differentiate w.r.t $x$: $\left(\frac{x^3 + 4x + 7}{x^3 + x^2 + 8}\right)$. 

**UNIT-III**

**UNIT-IV**
End Semester Examination, May 2017
BBA (Gen)/BBA (Banking)- First Semester
FINANCIAL ACCOUNTING (bba-1003)

Time: 3 hrs
Max Marks: 75
No. of Pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) Purchase journal is meant for recording all purchases of goods.
   b) Depreciation of fixed assets is a capital expenditure.
   c) Outstanding salaries are shown on assets side in the balance sheet.
   d) Cheque issued but not cleared will reduce the balance as per cash book.
   e) Fixed assets are stated in the balance sheet.
   f) The process of recording entries in the ledger is called posting.
   g) Sales book records all the cash sales.
   h) Ledger is a set of accounts.

   Fill in the blanks:
   i) The two methods of valuation of depreciation are ________ and ________.
   j) Journal is a records of transactions in a ________ order.
   k) In accounting only ________ transactions are recorded.
   l) Cash book is a ________ as well as ________.
   m) Accounting starts where ________ ends.

1x8

UNIT-I

Q.2 Explain the following with the help of an example:
   a) Money measurement concept
   b) Convention of consistency
   c) Dual aspect concept.

5x3

Q.3 Write short notes on:
   a) Double entry system.
   b) Branches of accounts.

7½x2

UNIT-II

Q.4 Explain the various types of error that arise in the preparation of financial accounts. How are they rectified? Explain with examples.

15

UNIT-III

Q.5 Journalise the following transactions and post them into ledger:

<table>
<thead>
<tr>
<th>Date</th>
<th>Transaction Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 1</td>
<td>Ram started business with cash</td>
<td>1,00,000</td>
</tr>
<tr>
<td>Jan 5</td>
<td>Purchased Goods from cash</td>
<td>20,000</td>
</tr>
<tr>
<td>Jan 6</td>
<td>Sale goods to ‘y’</td>
<td>10,000</td>
</tr>
<tr>
<td>Jan 7</td>
<td>Purchased goods from Mr. ‘B’</td>
<td>30,000</td>
</tr>
<tr>
<td>Jan 8</td>
<td>Life Insurance premium paid by cheque</td>
<td>7,000</td>
</tr>
<tr>
<td>Jan 9</td>
<td>Wages and salaries paid</td>
<td>5,000</td>
</tr>
<tr>
<td>Jan 15</td>
<td>Cash received from ‘y’ (full settlement)</td>
<td>9,800</td>
</tr>
<tr>
<td>Jan 20</td>
<td>Goods sold in cash</td>
<td>10,000</td>
</tr>
</tbody>
</table>

15
Q.6 What do you mean by bank reconciliation statement? Explain the procedure for preparing the bank reconciliation statement. 15

Q.7 a) Discuss the merits and demerits of diminishing balance method. 8
     b) What is depreciation? Explain the needs and objectives of depreciation. 7

UNIT-IV

Q.8 a) Differentiate between ‘Receipt and Payment’ account and ‘Income and expenditure’ account. 8
     b) Explain the objectives of a final account. 7

Q.9 a) Give a specimen of final account with imaginary figures. 10
     b) What are the objectives of preparing a balance sheet? 5
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
COMPUTER FUNDAMENTALS(bba-1004)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1  a) Which of the following produces the best quality graphics reproduction?
   i) Laser Printer  ii) Plotter
   iii) Inkjet Printer  iv) Dot matrix

b) The hexadecimal system uses the power of:
   i) 2  ii) 8
   iii) 16  iv) 10

c) Which of the following memories needs refresh?
   i) DRAM  ii) SRAM
   iii) ROM  iv) All of above

d) ASCII stands for _________

e) 1 Nibble equals to ________ bits

f) Define ‘memory’.

g) Scanner is not an output device. (True/False)

h) Data Access time depends upon seek time. (True/False)

i) Add: 1011 and 0101

j) Subtract 26 from 48.

UNIT-I

Q.2  What is digital computer? Discuss the various components of digital computer with a block diagram.

Q.3  Discuss various generations of computer in detail.

UNIT-II

Q.4  Convert:
   \( (84.875)_{10} = (?)_2 = (?)_8 = (?)_{16} \)

Q.5  Write a note on ASCII and EBCDIC

UNIT-III

Q.6  What is memory? Discuss the various types of memory.

Q.7  Write any two input devices in detail.

UNIT-IV

Q.8  Discuss the application of computer in medical field and in education.

Q.9  Write a note on Desktop Publishing System.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS COMMUNICATION (bba-1005)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each **UNIT**.  
**Q.1 is compulsory.** All questions carry equal marks.

Q.1  
a) Kinesics  
b) Proxemics  
c) Grapevine  
d) Scanning  
e) Skimming  
f) Gestures  
g) Posture  
h) Presentation  
i) Notice  
j) Memo  

**Explain the following briefly:**  
k) Types of listening.  
l) Communication networks.  

1×10

UNIT-I

Q.2  
What are the different channels of communication followed in organizations? Highlight the advantages and disadvantages of each.  

15

Q.3  
How many types of barriers are there which make communication incomplete. Explain with the help of examples.  

15

UNIT-II

Q.4  
Highlight each component of body language and its importance in helping oral communication.  

15

Q.5  
Write short notes on:  
a) Effective speech.  
b) Oral presentation.  
c) Reading skills.  

5×3

UNIT-III

Q.6  
Write an attractive sales letter to your special customers, about the new I-Phone launched by your company. Use the AIDA strategy to make it very appealing.  

15

Q.7  
Write short notes on:  
a) Circulars.  
b) Brochures.  
c) Minutes of the meeting.  

5×3

UNIT-IV

Q.8  
Write a report about the declining sales of your product in the market. Mention reasons and strategies for improvement of sales.  

15
Q.9 Write a report about the food served in the hostel mess. Mention the quality of food, hygiene, staff, timings etc. Also, give recommendations for its improvement.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
MICRO ECONOMICS FOR BUSINESS DECISIONS (bba-1006)

Time: 3 hrs. Max Marks:75
No. of pages:1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) Economics is a ________ or an ________ both.
   b) ________ is the father of modern economics.
   c) In micro economics, we study ________ units.
   d) IC is ________ to the point of origin.
   e) ________ is the power of goods to satisfy human wants. 1×5

Answer the following questions:
   f) Define ‘supply’.
   g) What are giffen goods?
   h) Define ‘producer’s equilibrium’.
   i) Draw the diagram of perfectly elastic demand.
   j) Define ‘utility’. 2×5

UNIT-I

Q.2 Explain the law of demand. Why does demand curve slope downwards to the right? Explain the circumstances in which demand curve slopes upwards. 15

Q.3 Explain the concept of price elasticity of demand. Explain various methods of measuring price elasticity of demand. 15

UNIT-II

Q.4 What do you mean by consumer’s equilibrium? Explain it with the help of utility analysis. 15

Q.5 What is an Indifference curve? Discuss the importance of indifference curve analysis. Also, discuss its properties. 15

UNIT-III

Q.6 Explain the law of variable proportions. How is it important for business decisions? 15

Q.7 Distinguish between the following:
   a) Internal and External economies of scale.
   b) Returns to a factor and returns to a scale. 7½×2

UNIT-IV

Q.8 Discuss the marginal productivity theory of distribution. How factor price is determined under imperfect competition? 15

Q.9 Discuss various types of market. How monopoly market is different from monopolistic and perfect competitive market? 15
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
PRINCIPLES OF MANAGEMENT (bba-2001)

Time: 3 hrs
Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) Management is both _______ and ______.
   b) Henri Fayol laid down _______ principles.
   c) Elton Mayo is associated with _______.
   d) Full form of MBO _______.
   e) Job design means _______.
   f) Planning is to _______ future.
   g) _______ and _______ are styles of leadership.
   h) Elements of communication are _______ and _______.
   i) Full form of PERT.
   j) _______ is the technique for coordination.
   k) _______ and _______ levels of management.
   l) Essential skills of managers _______ and _______.
   m) Organizing means _______.
   n) Scientific theory was given by _______.
   o) Controlling is a _______ process.

UNIT-I

Q.2 What is management? Enumerate the various levels of management. 15

Q.3 Write short notes on:
   a) Process of management. 7
   b) Contingency approach. 8

UNIT-II

Q.4 Define ‘planning’. Explain its features. Discuss the steps involved in planning process. 15

Q.5 Write short notes on:
   a) MBO. 7
   b) Types of decision-making. 8

UNIT-III

Q.6 Define functional organization. Compare line, line and staff and functional organizational structure. 15

Q.7 Write short notes on:
   a) Distinguish between leader and manager. 7
   b) Styles of leadership. 8

UNIT-IV

Q.8 Define ‘controlling’. Explain all types of control. 15
Q.9 Write short notes on:

a) Types of budget.
b) PERT.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
MACROECONOMIC ANALYSIS AND POLICY(bba-2002)

Time: 3 hrs  Max Marks: 75
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) A tax is a _______ payment made by a person on a firm to a _______.
   b) _______ is the Central Bank of India.
   c) Change is stock = _______ (minus) _______.

Answer in brief:
   d) Differentiate between GDP and GNP.
   e) Define the term: ‘inflation’.
   f) Define ‘cyclical consumption function’.
   g) What do you mean by term: indirect tax?
   h) Define ‘real flow of national income’.

UNIT-I

Q.2 Distinguish between micro economics and macro-economics. Discuss the importance and scope of macro analysis of an economy. 15

Q.3 What do you understand by circular flow of income? Explain circular flow of income in an open economy. 15

UNIT-II

Q.4 Explain Keynes psychological law of consumption. Also, write its importance in macro-economic analysis. 15

Q.5 Explain the concept of multiplier. Show its forward and backward working. What are its main linkages? 15

UNIT-III

Q.6 Write short notes on the following:
a) Instruments of fiscal policy.
b) Deficit financing.
c) Role of fiscal policy in a developing economy. 5x3

Q.7 Differentiate between direct and indirect taxes. Explain the principles of a good taxation system. 15

UNIT-IV

Q.8 Define the term: ‘monetary policy’. What are the objectives of a monetary policy? How monetary policy is used to achieve an economic growth? 15

Q.9 Define ‘inflation’. What are its consequences? Mention the measures to control inflation in detail. 15
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
COMPANY ACCOUNTS(bba-2003)

Time: 3 hrs
Max Marks: 75
No. of pages: 2

Note: Attempt five questions in all; taking at least one question from each unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) There must be an interval of at least _______ month between the making of two calls. (one/three)
   b) _______ is a specified interest rate payable on debenture. (Coupon rate/Yield)
      (Long – term loan/Director Share)
   c) Dividend paid during the year, before ascertainment of profits for the year is called _______. (Final Dividend/Proposed Dividend/Interim Dividend)
   d) Debenture issued as collateral security will be debited to _______.
      (Debenture/Debenture Suspense/Securities)
   e) Buy back of shares should be authorized by _______ of the company.
      (Articles/Memorandum of Association) 1x5

Explain the following questions in brief:
   f) Alteration of Share Capital.
   g) Over Subscription of Shares.
   h) Profit and loss prior to incorporation.
   i) Need for valuation of goodwill
   j) Reserve Capital. 2x5

UNIT-I

Q.2 Explain clearly the legal requirements for the redemption of preference share as laid down in section 55 of the Companies Act 2013. Give the journal entries that are made in this connection. 15

Q.3 What is meant by buy-back of shares? Mention the conditions of buy-back and the guidelines issued by Securities and Exchange Board of India in this respect. 15

UNIT-II

Q.4 Discuss the following:
   a) Sub-Underwriting.
   b) Underwriting commission.
   c) Journal Entries relating to underwriting in the books of company. 5x3

Q.5 What do you understand by Liquidator’s Final Statement of Account? When it is prepared and how? Explain with imaginary figures the Liquidator’s Final Statement Account. 15

UNIT-III

Q.6 Discuss the following:
   a) AS – 4 (Contingencies and event occurring after the Balance Sheet date)
   b) AS – 29 (Provisions, Contingent liabilities and Contingent Assets) 7½x2
Q.7 UNRise Ltd. went into voluntary liquidation on 15\textsuperscript{th} July, 2013. Its liabilities were as under:

<table>
<thead>
<tr>
<th>Liability</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income tax liability</td>
<td>6000/-</td>
</tr>
<tr>
<td>Salary of two clerks (Rs. 25,000 each)</td>
<td>50,000</td>
</tr>
<tr>
<td>Unsecured Creditor</td>
<td>2,05,000</td>
</tr>
<tr>
<td>400 pref. shares of Rs. 100 each fully paid</td>
<td>40,000</td>
</tr>
<tr>
<td>20,000 Equity Shares of Rs. 10 each Rs. 6 paid</td>
<td>1,20,000</td>
</tr>
</tbody>
</table>

The assets realized Rs. 2,47,000 and the expenses of liquidation including liquidator’s remuneration amounted to Rs. 4,500. Liquidator made a call of Rs. 4 per share on equity shares. This was paid in full with the exception of 500 shares. Prepare Liquidator’s Account.

Q.8 Explain the following:

a) Calculation of time ratio and sales ratio in the case of profit or loss prior to incorporation.

b) Net Assets Method of valuation of shares.

c) Dividend Yield method of valuation of shares.  

Q.9 a) Explain the factors which affect the valuation of Goodwill.

b) Following the information is available about the business of X Ltd:
   i) Profit: in 2010, Rs. 40000; in 2011, Rs. 50000; in 2012, Rs. 60000
   ii) Non recurring income of Rs. 4000 is included in the profits of 2011
   iii) Profits of 2010 have been reduced by Rs. 6000 because goods were destroyed by fire
   iv) Goods have not been insured but it is thought to insure them in future the insurance premium estimated at Rs. 400 per year.
   v) Reasonable remuneration of the proprietor of business is Rs. 6000 per year but it has not be taken into account for calculation of above mentioned profits.
   vi) Profits of 2012, include Rs. 5000 income on investment.

You are required to calculate Goodwill at two years purchase of weighted average profit method. Appropriate weight to be used:

<table>
<thead>
<tr>
<th>Year</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1</td>
</tr>
<tr>
<td>2011</td>
<td>2</td>
</tr>
<tr>
<td>2012</td>
<td>3</td>
</tr>
</tbody>
</table>

c) Explain the super profit method of valuation of goodwill in short.
INTRODUCTION TO MS OFFICE AND MULTIMEDIA (bba-2004)

Note: Attempt **FIVE** questions in all; taking at least **ONE** question from each Unit. **Q.1 is compulsory.** All questions carry equal marks.

Q.1

a) Landscape is:
   i) A font style.
   ii) A paper size.
   iii) Page layout.
   iv) Page orientation.

b) Which file starts MSWord?
   i) Winword.exe.
   ii) Word.exe.
   iii) MsWord.exe.

c) To exit term Resume Wizard and Return to the document window without creating a resume, click the ______ button in any panel in the Resume Wizard dialog box.

d) Name two data formats available in Excel.

e) Define the term ‘multimedia’.

f) What are three report formats available in Excel?

g) One of the disadvantage of multimedia is:
   i) Cost
   ii) Adaptability
   iii) Usability
   iv) Relativity

h) Images included in many softwares titles are called ________.
   i) Clipart
   ii) Popups
   iii) .tiff file
   iv) .jpeg file

i) Define the term ‘template’.

j) A video consists of a sequence of:
   i) Frames
   ii) Signals
   iii) Packets
   iv) Slots

UNIT-I

Q.2 What is the meaning of mail merge? Explain its steps in detail. **10**

Q.3 Define the term word processor. Explain the features of word processor in detail. **10**

UNIT-II

Q.4 Explain the uses of power point presentation in different business. **10**

Q.5 Explain the features of power point presentation in detail. **10**
UNIT-III

Q.6 Explain some of the functions used in MS – Excel. 10
Q.7 What is an electronic spread sheet? Explain its application areas in detail. 10

UNIT-IV

Q.8 Explain the applications of multimedia in business. 10
Q.9 What are the building blocks of multimedia? Also write a short note on authoring tools. 10
Q.1 Define the following in one or two sentences only:
   a) Values.
   b) Perception.
   c) Attitude.
   d) Team.
   e) Quality circle.
   f) Interpersonal group.
   g) Power.
   h) Norms.
   i) Job satisfaction.
   j) Decision making.

Fill in the blanks:
   k) Organization is a part of total management.
   l) Co-operation and conflict coexist in ________________ groups.
   m) is a fundamental condition of learning.
   n) Replacing rule of ________________ with science.
   o) Decision making is a process to arrive at a ____________.

UNIT-I

Q.2 How can you define organizational behaviour? Discuss in detail the process of organizational behaviour.

Q.3 What do you mean by individual behaviour? Discuss the various factors that affect individual behaviour.

UNIT-II

Q.4 What is personality? What are its major determinants?

Q.5 Define "Motivation". Draw and discuss the diagram of Maslow's Need hierarchy theory of motivation.

UNIT-III

Q.6 What is a group? Distinguish between a formal and informal group.

Q.7 Define "Learning". How does learning lead to behavioural modification.

UNIT-IV

Q.8 How is structure of an organization formed? Explain each stage in detail.

Q.9 What is organization culture? Discuss the factors affecting organization culture.
Q.1  
**Answer the following:**

a) Give an example of individual and continuous series.
b) Find median of series 296, 248, 259, 268, 271, 239.
c) Find the harmonic mean of 6, 8, 10.
d) Write formula of mode for continuous series.
e) Write down the relation between arithmetic mean, geometric mean and harmonic mean.
f) What do you mean by geometric mean!

**State whether the following is TRUE/FALSE:**

- g) The true regression coefficients are \( b_{yx} = -0.98 \) and \( b_{xy} = 0.32 \).
- h) Cyclic variations are regular in nature.
- i) Geometric mean is the best average.
- j) Highest value of correlation is 2.

**1½×10**

**UNIT-I**

Q.2  

a) Check the uniformity of the following data:

| A: 48 23 69 41 39 44 38 49 51 29 |
| B: 102 112 89 93 100 81 98 72 90 83 |

**10**

b) What do you mean by classification? What are the different types of classification? **5**

Q.3  

a) What do you mean by statistics? What are the functions of statistics? **5**

b) Find median, mode, \( Q_1 \), \( P_{70} \) and \( D_5 \) from the following data:

| C.I: 0-4 4-8 8-12 12-16 16-20 20-24 24-28 28-32 |
| F: 2 5 9 13 7 5 3 1 |

**10**

**UNIT-II**

Q.4  

a) Draw less than and more than ogive curve for the following data:

| Marks : 0-5 5-10 10-15 15-20 20-25 25-30 30-35 35-40 |
| No. of Students: 8 14 21 28 13 7 5 2 |

**10**

b) What do you mean by tabulation? What is the difference between classification and tabulation? **5**

Q.5  

a) Draw histogram, frequency curve and frequency polygon from the following data:

| C.I: 0-10 10-20 20-30 30-40 40-50 50-60 |
| F: 4 7 10 8 5 1 |

**10**
b) Draw a pie chart, how one can spend his or her 24 hours in a day by using the factors; studying, playing, sleeping and others.

**UNIT-III**

Q.6  

a) Find regression equation of $y$ on $x$ and $x$ on $y$ from the following data:

<table>
<thead>
<tr>
<th>$x$:</th>
<th>68</th>
<th>72</th>
<th>79</th>
<th>59</th>
<th>83</th>
<th>64</th>
<th>80</th>
<th>70</th>
<th>61</th>
<th>52</th>
</tr>
</thead>
<tbody>
<tr>
<td>$y$:</td>
<td>100</td>
<td>112</td>
<td>105</td>
<td>119</td>
<td>121</td>
<td>109</td>
<td>101</td>
<td>125</td>
<td>118</td>
<td>101</td>
</tr>
</tbody>
</table>

b) What do you mean by correlation? What is the difference between correlation and regression?

Q.7  

Calculate Karl-Pearson coefficient of correlation and Rank correlation for the given data:

<table>
<thead>
<tr>
<th>$x$:</th>
<th>28</th>
<th>32</th>
<th>39</th>
<th>35</th>
<th>26</th>
<th>38</th>
<th>42</th>
<th>30</th>
<th>20</th>
<th>36</th>
</tr>
</thead>
<tbody>
<tr>
<td>$y$:</td>
<td>79</td>
<td>72</td>
<td>68</td>
<td>81</td>
<td>74</td>
<td>80</td>
<td>70</td>
<td>90</td>
<td>65</td>
<td>85</td>
</tr>
</tbody>
</table>

**UNIT-IV**

Q.8  

a) Find out the trend values from the following series by the method of moving averages:

<table>
<thead>
<tr>
<th>Years:</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production (in ‘00 tons)</td>
<td>11</td>
<td>13</td>
<td>10</td>
<td>12</td>
<td>14</td>
<td>13</td>
</tr>
</tbody>
</table>

b) What do you mean by Index number? What are the uses of Index number?

Q.9  

Calculate Laspeyer’s, Paasche’s and Fisher index number for the given below:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>4</td>
<td>28</td>
<td>7</td>
<td>38</td>
</tr>
<tr>
<td>B</td>
<td>11</td>
<td>39</td>
<td>10</td>
<td>30</td>
</tr>
<tr>
<td>C</td>
<td>9</td>
<td>20</td>
<td>11</td>
<td>32</td>
</tr>
<tr>
<td>D</td>
<td>8</td>
<td>18</td>
<td>7</td>
<td>20</td>
</tr>
<tr>
<td>E</td>
<td>3</td>
<td>12</td>
<td>5</td>
<td>25</td>
</tr>
</tbody>
</table>
Q.1  

\textbf{a) Fill in the blanks:}

i) Direct material + direct labour + factory overheads =_________.  

ii) Abnormal losses on account of idle time should be written off by being directly debited to _________. 

iii) Economic lot size is the orders size that ________ the total cost of ordering and storing. 

iv) Zero base budgeting overcomes the weaknesses of _________. 

v) The three categories of inventory for a manufacturer are raw material, work in process and _________. 

vi) The time lost by workers who are paid on time basis, is known as _________. 

vii) At break-even point, the contribution will be equal to _________. 

viii) ________ is a budget designed to furnish budgeted costs for any level of activity actually attained. 

ix) ________ is the allotment of proportion of items of cost to cost centre/cost units. 

x) The difference between actual sales and break even sales is _________.  

\textbf{b) State with reasons in brief, whether the following statements are TRUE/FALSE:}

i) At break-even point, the company earns only marginal profit. 

ii) Fixed cost per unit remains fixed. 

iii) Cost accounting is a branch of financial accounting. 

iv) High wages means high cost of production. 

v) Fixed budgets are budgets of fixed assets.  

Q.2  

What are the components of total cost shown in the cost sheet? Prepare a draft cost sheet and give the uses of the cost sheet.  

Q.3  

A factory requires 1,500 units of an item per month. The cost of each unit is ₹27. The cost per order is ₹150 and inventory carrying charges work out to 20% of the average inventory. Find out the economic order quantity (EOQ) and ascertain the number of orders to be placed per year. Would you accept a 2% price discount on a minimum supply of 1,200 units?  

\textbf{UNIT-II}

Q.4  

Rajesh manufactured stools, chairs and tables. The material and wages costs are reported as follows:

<table>
<thead>
<tr>
<th></th>
<th>Stool</th>
<th>Chair</th>
<th>Table</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material (₹ per unit)</td>
<td>36</td>
<td>60</td>
<td>440</td>
</tr>
<tr>
<td>Wages (₹ per unit)</td>
<td>48</td>
<td>40</td>
<td>120</td>
</tr>
<tr>
<td>Unit produced</td>
<td>600</td>
<td>300</td>
<td>60</td>
</tr>
</tbody>
</table>
The factory overheads are ₹60,000/-. You are required to determine the works cost of each type of furniture after assuming that one table is equivalent to 4 stools and 2 chairs are equivalent to one table for the purpose of allocation of factory overheads.

Q.5 a) Distinguish between idle time and idle capacity.
   b) Write a note on 'idle time'.
   c) Differentiate between 'time keeping' and 'time booking'.

Q.6 A company produces a single product and sells it at ₹200 per unit. The variable cost of the product is ₹120 per unit and the fixed cost for the year is ₹96,000/-. Calculate:
   i) P/V ratio.
   ii) Sales at break-even point.
   iii) Sales units required to earn a target net profit of ₹1,20,000/-.  
   iv) Sales units required to earn a target net profit of ₹1,00,000/- after income tax, assuming income-tax rate to be 50%.
   v) Profit at sales of ₹7,00,000/-.  

Q.7 What do you mean by marginal costing? Discuss its usefulness and limitations in detail.

Q.8 Comment on the following statements:
   a) Flexible budgets are more realistic and useful than fixed budgets.
   b) "Budget is an aid to management and not a substitute for management".  
   c) "Normal labour turnover is advantageous and excessive labour turnover is not desirable."

Q.9 A-One Co. produces 4,00,000 components of machinery annually at 80% of full capacity. Regular selling price of the component is ₹33. Budgeted annual production costs and other expenses for the year are as follows:
   Raw material cost per unit ₹4.25
   Direct labour cost per unit ₹5.75
   Variable factory overhead per unit ₹7.75
   Variable selling costs 5% of selling price, Fixed factory and administrative overheads ₹39,50,000
   During the year, A-One Co. received a one-time order to sell 25,000 components for which no selling expenses will be incurred. What should be the minimum price quoted by A-One Co., if it wants to earn, minimum of ₹1 per component on this order?
End Semester Examination, May 2017  
BBA (GEN / BANKING)—Third Semester  
HUMAN RESOURCE MANAGEMENT (BBA-3002)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question from each Unit.**  
Q.1 is compulsory. Each question carries equal marks.

Q.1 Explain the following:  
a) Importance of HRM.  
b) State any two functions of HRM.  
c) Methods of job evaluation.  
d) Golden handshake.  
e) Welfare programs run by an organization.  
3×5

**UNIT-I**

Q.2 Define ‘human resource management’. Discuss role and responsibilities of a HR manager in detail.  
15

Q.3 Write notes on the following **(ANY TWO):**  
a) Concepts of URS.  
b) Fringe benefits.  
c) Human resource planning.  
7½×2

**UNIT-II**

Q.4 Explain the importance of training to workers and management. Also discuss the general methods of training in personnel.  
15

Q.5 Write notes on the following **(ANY TWO):**  
a) Employee counseling.  
b) Performance appraisal.  
c) Transfers.  
7½×2

**UNIT-III**

Q.6 What is recruitment? Discuss the various methods of recruitment in organization.  
15

Q.7 Discuss the concept of compensation? What factors affect compensations of employees in industrial organizations?  
15

**UNIT-IV**

Q.8 Businesses use several techniques in downsizing, including providing incentives; golden handshake etc. for giving early retirement or transfer to subsidiary companies, but the most common technique is to terminate the employment of certain number of employees with the pretext of various reasons. Discuss the concepts of downsizing and its impact on the morale of employees.  
15

Q.9 Write notes on the following **(ANY TWO):**  
a) Employee health and safety.  
b) Workforce diversity.
c) Social security.
End Semester Examination, May 2017
BBA (General and Banking)—Third Semester
PRODUCTION MANAGEMENT (BBA-3003)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1  
a) Answer the following questions in brief:
   i) What is material flow system?  
   ii) State any two objectives of inspection.  
   iii) What is aggregate planning?  
   iv) Define ‘carrying cost’.  

b) State whether the following statements are TRUE or FALSE:
   i) Production is the basic activity of all industrial units.  
   ii) Production system does not ensure that there are proper methods, arrangements and procedures adopted to produce different types of goods or services.  
   iii) EOQ stands for economic order quantity.  
   iv) Quality is not a measure of how closely a good or service conforms to specified standard.  

UNIT-I

Q.2  “Paying attention to the smallest detail of production can be a strategic importance” Explain.  
15

UNIT-II

Q.3  Discuss the historical development of production and operations management.  
15

Q.4  What are the various factors considered for locating a plant? How do you decide a layout after locating the plant?  
15

UNIT-III

Q.5  Write short notes on:
   a) Importance of material handling.  
   b) Production objective.  
7 8

Q.6  “Production control is the key to the success of a business organization”. Discuss this statement listing the various function carried out under production control and state their purpose in brief.  
15

UNIT-IV

Q.7  Describe various techniques of work measurement.  
15

Q.8  Define quality control. What are its objectives and benefits?  
15

Q.9  What is maintenance? Discuss its scope and importance.  
15
Q. 1 a) Write the full form: SQL, DDL, DML and DCL.
     b) Define the term ‘constraints’.
     c) Write the application of internet database.
     d) What are the characteristics of data warehouse?
     e) Define ‘primary key’. Give an example.

UNIT-I
Q. 2 Explain the roles and responsibilities of DBA in detail.
10
Q. 3 Define the term: DBMS. Explain it’s advantages and disadvantages in detail.
10

UNIT-II
Q. 4 What do you mean by E-R diagram? Listout the symbols used in it. Give any one example of it.
10
Q. 5 Explain three level architecture in detail.
10

UNIT-III
Q. 6 Write short notes on:
    a) Firewall.
    b) Database recovery.
10

UNIT-IV
Q. 7 What is database security? Explain the security issues in detail.
10
Q. 8 Write notes on:
    a) Digital libraries.
    b) Spatial databases.
5×2
Q. 9 a) Define ‘data minning’. Explain its applications in detail.
    b) Write a note on ‘multimedia database’.
10
End Semester Examination, May 2017
BBA (GEN / BANKING)-Third Semester
WORKSHOP ON ENVIRONMENT STUDIES (BBA-3005)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. **Q.1 is compulsory.** Each question carries equal marks.

Q.1 Answer the following in brief:
   a) Define environment.
   b) What are edaphic factors?
   c) Name two major dams of India.
   d) Which ecological pyramid is always upright?
   e) What are the major causative agents for greenhouse effect?
   f) Expand the term CNG.
   g) What is meant by habitat?
   h) What is meant by population explosion?
   i) When is the international water day celebrated?
   j) Planet earth is also called as _________.

1 × 10

**UNIT-I**

Q.2 Explain the importance of introducing environmental studies as a subject in formal education.  
10

Q.3 How mineral resources are an asset to a nation and also can lead to its destruction? Comment on that.  
10

**UNIT-II**

Q.4 Compare in-situ and ex-situ methods of biodiversity conservation in detail.  
10

Q.5 State the causes, effects and control measures of water pollution.  
10

**UNIT-III**

Q.6 What is meant by sustainable development? Mention the problems related to energy issues.  
10

Q.7 What are the problems and concerns associated with resettlement and rehabilitation of people?  
10

**UNIT-IV**

Q.8 Discuss the population growth features and the variation in these features among different nations.  
10

Q.7 What are the different methods to propagate environmental consciousness in younger generation?  
10
Q.1 Write a definition of the following in one or two sentences:
   a) Seminar.
   b) Humorous presentation.
   c) Speech.
   d) Visual aids.
   e) Close-ended questions.
   f) Open ended questions.
   g) Research.
   h) Inspiring presentation.
   i) Objective of a presentation.
   j) Trust-building presentation.  1×10

UNIT-I

Q.2 Write a welcome speech for your new boss who has just joined your organization. Mention the rules and regulations being followed and the working atmosphere.  10

Q.3 Write a presentation on the topic “Say No to crackers”.  10

UNIT-II

Q.4 Write short notes on (ANY TWO):
   a) Brain-storming.
   b) Simulation.
   c) Role-plays.  5×2

Q.5 Write short notes on (ANY TWO):
   a) Group discussion.
   b) Fish-bowl method.
   c) Seminars.  5×2

UNIT-III

Q.6 What factors should be kept in mind while planning a presentation?  10

Q.7 Planned presentations are better than unplanned ones. Comment on the above statement.  10

UNIT-IV

Q.8 Design a presentation on “Leadership” qualities to motivate your employees.  10

Q.9 Write down an inspiring presentation on “Health is Wealth” for the benefits of your employees.  10
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Fourth Semester
INDIAN BUSINESS ENVIRONMENT (bba-4001)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1 Write short notes on the following:  
a) SWOT analysis.  
b) Objectives of IMF.  
c) Capitalism economy.  
d) Problems of SMEs.  
e) Objective of Word bank.  
f) Industrial licensing.  
g) Environmental scanning.  

UNIT-I

Q.2 What is business environment? Discuss the components of business environment in detail.  
15

Q.3 Discuss the social responsibilities of a business in detail.  
15

UNIT-II

Q.4 “Industrial policy 1991 was a revolutionary policy for Indian economy”. Discuss in detail.  
15

Q.5 “Industrial sickness is not a healthy sign for an economy”. Discuss it along with the external and internal causes of industrial sickness in detail.  
15

UNIT-III

Q.6 What do you mean by balance of payment (BOP)? Explain the different factors causing the adverse balance of payment in India.  
15

Q.7 Write notes on:  
a) EXIM policy.  
b) SEBI.  
7 8

UNIT-IV

Q.8 What is a multinational corporation? Discuss the features and code of conduct of a multinational corporation in detail.  
15

Q.9 “Globalisation gives boost to an economy”. Discuss the statement in detail.  
15
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING) – Fourth Semester  
FINANCIAL MANAGEMENT (bba-4002)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:  
a) Among all long term sources of finance ________ carries maximum cost.  
b) Market price per share ________, if more dept is used as per NI approach.  
c) Capital structure refers to mix of ________ and ________ in the capital invested.  
d) Dividend payout ratio is the ________ of earnings distributed to shareholders.  
e) An annuity is a serial of ________ payments.  

2x5

State whether the following statements are TRUE or FALSE:  
f) Money has no time value.  
g) EOQ stands for economic order quantity.  
h) There is a reverse relationship between risk and return.  
i) Profit maximization is the ultimate objective of a financial management.  
j) Financial leverage in inversely proportional to operating leverage.  

1x5

UNIT-I

Q.2 Define ‘financial management’. Also discuss its functions, scope and significance in industry.  

15

Q.3 Compare profit maximization and wealth maximization as a decision criteria. Which do you think is better? Justify your answer with suitable examples.  

15

UNIT-II

Q.4 What is capital budgeting? Explain the procedure of preparing a capital expenditure budget.  

15

Q.5 India Sweets is considering the purchase of a machine. Two machines are available in the market, A and B, each costing Rs.1,00,000/-. Earnings after tax but before depreciation are expected to be as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Machine A</th>
<th>Machine B</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rs.</td>
<td>Rs.</td>
</tr>
<tr>
<td>1</td>
<td>25,000/-</td>
<td>12,500/-</td>
</tr>
<tr>
<td>2</td>
<td>37,500/-</td>
<td>37,500/-</td>
</tr>
<tr>
<td>3</td>
<td>50,000/-</td>
<td>50,000/-</td>
</tr>
<tr>
<td>4</td>
<td>25,000/-</td>
<td>37,500/-</td>
</tr>
<tr>
<td>5</td>
<td>12,500/-</td>
<td>25,000/-</td>
</tr>
</tbody>
</table>

The cost of capital of the company is 10% and present value of Rs.1 is as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>P/v Rs.1 at 10% year.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.909</td>
</tr>
<tr>
<td>2</td>
<td>0.826</td>
</tr>
<tr>
<td>3</td>
<td>0.751</td>
</tr>
<tr>
<td>4</td>
<td>0.683</td>
</tr>
<tr>
<td>5</td>
<td>0.621</td>
</tr>
</tbody>
</table>

Which machine should be chosen under?  
a) Payback period method.  
b) Average rate of return method.  
c) Net present value method.  

15

UNIT-III
Q.6 Explain with an example optimal capital structure and how a net income approach is different from a net operating income approach.

Q.7 What is the meaning of leverage? Explain the types of leverages in detail.

UNIT-IV

Q.8 What is a dividend policy? Explain various determinants of a dividend policy in detail.

Q.9 Write short notes on:
   a) Permanent and temporary working capital.
   b) Management of cash.
Q.1 Define the following:
   a) Product. 2
   b) Promotion. 2
   c) Market segmentation. 2
   d) Market targeting. 2
   e) Two functions of a retailer. 2
   f) Warehousing. 2
   g) Customer relationship management. 2
   h) Direct marketing. 1

UNIT-I

Q.2 a) Differentiate between marketing and selling concept. 15
    b) Elaborate objectives of marketing. 15

Q.3 Discuss the environmental factors affecting the functioning of marketing department of any company. 15

UNIT-II

Q.4 "Consumer behaviour is a decision making process through which a consumer passes while making a purchase decision". Discuss the statement along with the factors affecting the consumer decision making process. 15

Q.5 "Marketing research is a systematic and scheduled way of collecting data". Discuss marketing research along with the process and methods of conducting marketing research. 15

UNIT-III

Q.6 Write short notes on the following:
   a) Pricing and its objectives. 8
   b) Product life cycle. 7

Q.7 What do you understand by a distribution channel? Discuss the types and functions of distribution channels in detail. 15

UNIT-IV

Q.8 What is personal selling? Explain the objectives and process of personal selling in detail. 15

Q.9 Write notes on following:
   a) Advertising and its importance. 7½
   b) Physical distribution. 2
Q.1 Answer the following questions:
   a) What is deductive theory?  
   b) Define sampling unit.     
   c) What is alternative hypothesis?  
   d) Explain ordinal scale.      
   e) Two types of report are _______ and _______.  
   f) Bibliography is the _________ of research.  
   g) _________ and _________ are the two ways of collection of the data.  
   h) What is depth interview? 

Q.2 Define business research, what are the characteristics of a good research?  

Q.3 Write short notes on the following:
   a) Research proposal and its types.  
   b) Deductive and Inductive theory. 

Q.4 Describe a research design. Discuss methods of exploratory research in detail. 

Q.5 Discuss measurement in research. What difference does it make whether we measure in terms of nominal, ordinal, interval and ratio scale? Explain with examples. 

Q.6 Explain the meanings of sample and sample design. Discuss various methods of probability sampling. 

Q.7 What are the various methods of data collection and explain the primary data collection in detail.  

Q.8 Explain the following:
   a) Footnotes.  
   b) Bivariate analysis. 

Q.9 What should be the substance in research based reports? What should be the guidelines for these reports?  

UNIT-I

UNIT-II

UNIT-III

UNIT-IV
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING) – Fourth Semester  
BUSINESS LAW (bba-4005)

Time: 3 hrs  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1 Explain ANY THREE of the following:  
a) Meaning of capacity to contract.  
b) Rights of an unpaid seller.  
c) Significance of partnership deed.  
d) Meaning of holder and holder in due course.  
e) A substituted is appointed by __________.  

UNIT-I

Q.2 “All contracts are agreements, but all agreements are not contracts”. Discuss the statement explaining the essential elements of a valid contract.  

Q.3 What do you understand by ‘breach of contract’? Discuss some of the remedies available to a buyer against the seller for breach of contract.  

UNIT-II

Q.4 What do you mean by ‘negotiable instruments? Discuss the various types of negotiable instruments.  

Q.5 What do you understand by ‘promissory note’? Discuss its various elements in detail.  

UNIT-III

Q.6 What is a contract of agency? What are the different kinds of agents? Explain the various modes of creation of agency.  

Q.7 Write short notes on the following:  
a) Law of sale of goods.  
b) Termination of an agency.  

UNIT-IV

Q.8 Discuss the purpose and meaning of contract of guarantee. Also discuss the various rights and obligations of creditors.  

Q.9 Discuss the meaning and scope of following:  
a) Information Technology act.  
b) Electronic Governance.
End Semester Examination, May 2017  
BBA (GEN) / BBA (BANKING)– Fourth Semester  
INFORMATION SYSTEM IN MANAGEMENT (bba-4006)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question from each UNIT. Q.1 is compulsory**. Each questions carry equal marks.

Q.1  
a) What are the advantages of e-commerce?  
b) Abbreviate DSS.  
c) What is the need of internet in an organization?  
d) Define system.  
e) ________ is data that have been organized so that they have meaningful value to the recipient.  
f) What is SDLC?  
g) Name any e-commerce website.  
h) What is the role of information system in business?  
i) What are the components of information system?  
j) ________ includes review of existing procedures and information flow:  
   i) Feasibility study  
   ii) Feasibility report  
   iii) System design  
   iv) System analysis.

1×10

**UNIT-I**

Q.2  What do you understand by information system? Explain the characteristics of an information system. What are the different components of an information system?  

Q.3  Define data and information. How is data different from information?  

**UNIT-II**

Q.4  What do you understand by MIS? Discuss MIS as a support to management.  

Q.5  Write short notes on:  
a) Resources of an information system.  
b) System trends.  

**UNIT-III**

Q.6  Discuss various mechanisms for controlling quality in an information system.  

Q.7  What are the principles and process of planning? Why planning is important in an information system?  

**UNIT-IV**

Q.8  What are different threats to information security? What preventive measures can be taken to provide security in an information system?  

Q.9  Write short notes on:  
a) E-commerce.  
b) E-communication.
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Fifth Semester
PURCHASE AND MATERIAL MANAGEMENT(bba-5001)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following briefly:
   a) Define ‘purchasing cycle’.
   b) Write the formula of value analysis.
   c) State 5 R’s of purchasing.
   d) State the various modes of transport.
   e) What is meant by codification?

State whether the following statements are TRUE or FALSE:
   f) The prime responsibility of purchasing department is to assure right quality of material.
   g) Centralized and decentralized are two forms of purchasing organization.
   h) Purchasing is the procuring of materials for equipment and operation of a manufacturing plant.
   i) Material management helps to reconcile conflicting objectives of various components.
   j) Material management provided an improved control of material function.

Q.2 Discuss the role of purchasing in an organization. Also enumerate the major functions of purchasing department in detail.  

Q.3 What do you mean by purchasing policy? Explain the essentials of purchasing policy in detail.  

Q.4 Explain the purchase procedure in a manufacturing organization in detail.  

Q.5 What do you mean by vendor rating? Explain the objectives and advantages of vendor rating.  

Q.6 Write notes on the following:
   a) Standardization.
   b) Variety reduction.
   c) Simplification.  

Q.7 Define the term ‘material management’. What are its objectives? Discuss the various activities involved in material management in detail.  

Q.8 What do you understand by materials handling? What are the advantages of good material handling systems? Also discuss the problems of material handling in detail.
Q.9 Write a note on ‘disposal of scrap, surplus and obsolete materials’.
End Semester Examination, May 2017
BBA (General and Banking)—Fifth Semester
INDIAN FINANCIAL SYSTEM(bba-5002)

Time: 3 hrs.  
Max Marks: 75  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1 Answer the following in brief:
   a) Define dematerialisation.
   b) Full form of SHCIL.
   c) Name any two money market instrument.
   d) Give one difference between transmission and transfer of shares.
   e) Define term money.
   f) Give one difference between demat and physical share.
   g) What is hypothecation?
   h) Define factoring.
   i) Define open-ended schemes in mutual funds.
   j) Full form of OTCEI.

   1½ × 10

UNIT-I

Q.2 What is money market? How does it differ from capital market? Also explain the components of financial intermediaries in India.  

15

Q.3 “The role of players is different in the Indian financial system”? Comment on this statement.  

15

UNIT-II

Q.4 Write short notes on:
   a) Bills rediscounting.
   b) Treasury bills.
   c) Call money.  

5 × 3

Q.5 State the provisions of various acts about the recognition of stock exchanges.  

15

UNIT-III

Q.6 Write short notes on:
   a) NSDL.
   b) SHCIL.  

7½ × 2

Q.7 What is debt market? Explain primary and secondary debt market in India.  

15

UNIT-IV

Q.8 Define the term factoring? Discuss the various parties involved in factoring services.  

15

Q.9 Write shorts notes on:
   a) Mutual funds.
b) Credit Rating.
c) Merchant Banking.
Q.1 Fill in the blanks:
   a) Maximum number of directorships which a direction can hold at a time is __________.
   b) Minimum number of members of a private company must be a __________ by qualification.
   c) Ordinary resolution is passed by __________ votes.

   \[1 \times 3\]

Note: All question carry equal marks.

Q.1 is compulsory.

Q.2 a) Define ‘company’ and explain the features of a company in detail.
   b) Write a note on: ‘illegal association’.

   \[7 \frac{1}{2} \times 2\]

Q.3 Write short notes on:
   a) Promoter.
   b) Difference between ‘article of association’ and ‘memorandum of association’.
   c) Doctrine of ultra-virus.

   \[5 \times 3\]

UNIT-I

Q.4 Distinguish between a member and a share-holder in a company and explain the ways of accuring and terminating membership.

   \[15\]

UNIT-II

Q.5 Write short notes on the following:
   a) Resolutions.
   b) Annual general meetings.

   \[7 \frac{1}{2} \times 2\]

UNIT-III

Q.6 What are the rights, powers and duties of an auditor?

   \[15\]

Q.7 Briefly state the provisions of Companies Act. 1956 regarding the mode of appointment and removal of directors of a company.

   \[15\]

UNIT-IV

Q.8 Under what circumstances a company can be wound up by the court? What are the consequences of it?

   \[15\]

Q.9 Who is an official liquidator? Explain duties and powers of a liquidator.

   \[15\]
End Semester Examination, May 2017
BBA (GEN) / (BANKING)-Fifth Semester
COMPUTER NETWORKING AND INTERNET (bba-5004)

Time: 3 hrs.  
Max Marks: 50
No. of pages: 2

Note: Attempt FIVE questions in all: taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1  
a) E-mail stands for _________.  
b) Name any two web browsers.  
c) Write any two advantages of a network.  
d) HTTP refers to _________.  
e) How many links are required for \( n \) nodes in mesh topology?  
   i) \( \frac{n(n-1)}{2} \)  
   ii) \( \frac{n(n+1)}{2} \)  
   iii) \( n^{2n+1} \)  
f) ________ regenerates a signal, connects segments of a LAN, and has no filtering capability.  
   i) Repeater.  
   ii) Bridge.  
   iii) Router.  
   iv) None of above.  
g) Which tag should be the first tag in any HTML documents?  
   i) Head.  
   ii) Title.  
   iii) Html.  
   iv) Document.  
h) \( b \) tag makes the enclosed text bold. What is other tag to make text bold?  
   i) \(<strong>\)  
   ii) \(<dark>\)  
   iii) \(<black>\)  
   iv) \(<emp>\)  
i) ________ is the world’s largest computer networks, the network of networks, scattered all over the world.  
   i) Internet.  
   ii) Intranet.  
   iii) None of above.  
j) Which of the following do you use to send and receive files stores on other computers on internet?  
   i) Hypertext transfer protocol.  
   ii) File transfer protocol.  
   iii) Telnet.  
   iv) None of the above.

Q.2  
What is topology? What are different types of topologies? Explain them briefly.  
10

Q.3  
Explain ‘network’. Discuss different types of networks on basis of area in detail.  
10

Q.4  
Explain the OSI model with the functionalities of all different layers in detail.  
10

Q.5  
Write short notes on:  
   i) Cryptography.  
   ii) HTML syntax for displaying an image on webpage.  
5\times2

Q.6  
Write short notes on:  
   i) Internet service provider.  
   ii) Search engine.  
5\times2
Q.7 Abbreviate HTML. What are HTML tags? Design a webpage using HTML tags to create form.

Q.8 Write short notes on:
   a) HTTP.
   b) Transmission control protocol.

Q.9 Define ‘intranet’. What are the advantages of intranet? How to maintain intranet security?
End Semester Examination, May 2017
BBA (GEN)/ (BANKING)-Fifth Semester
WORKSHOP ON PERSONALITY AND SOFT SKILLS DEVELOPMENT
(BBA-5005)

Time: 3 hrs.  
Max Marks: 50

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Each question carries equal marks.

Q.1 Fill in the blanks (ANY TEN):
   a) Emotional blowouts often result in ________.
   b) What people think of you is known as ________.
   c) Self-initiated or inner directed learning is called ________.
   d) ________ refers to the uniqueness of a person.
   e) ________ is an internal conditioning which controls a person’s behavior.
   f) If a child lives with encouragement, he learns to become ________.
   g) ________ is very important to have good impression of ones’ personality.
   h) ________ syndrome refers to mood disorder.
   i) Concept of self refers to ________.
   j) ________ and ________ are types of personality.
   k) The outer directed method of learning is referred to as ________.
   l) Arms folded is a sign of ________.
   m) Casuals dressing on Friday is known as ________.

UNIT-I

Q.2 How many child training methods are there and which one according to you is the best and why?

Q.3 What are symbols of self? Explain the two roles of symbols of self with examples.

UNIT-II

Q.4 Name the seven personality determinant? Explain in brief the educational determinant.

Q.5 Explain social determinant. How does it affect one’s personality?

UNIT-III

Q.6 What is SWOT analysis? What are the advantages of doing SWOT analysis?

Q.7 What do you understand by etiquette? List down the etiquettes followed to have positive impact of one’s personality.

UNIT-IV

Q.8 Describe in details the top skills and values employees seek as job seekers.

Q.9 What is the formal dress code to be followed? What is the importance of "Power Dressing" while presenting?
Q.1  Fill in the blanks:
   a) Agriculture income is _________ (fully exempt / fully taxable).
   b) Dividend received by an individual from foreign is _________ (fully exempt / fully taxable).
   c) While calculating income from house property municipal tax is deducted from _________ (gross annual value / net annual value).

State whether the following statements are TRUE or FALSE:
   d) In India VAT is calculated by addition method.
   e) According to input credit method VAT = VAT on sales – VAT on purchase.
   f) Deduction under section 80 TTA in respect of interest on deposit in saving account is allowed to Rs.20,000/-.  
   g) Short term capital loss can be set off against the long term capital gain.  

Write in two sentences about:
   h) Concept of service.
   i) Basis of charge of service tax.-
   j) Income from other sources as per Indian Income Tax Act.

UNIT-I

Q.2  Following are the particulars of taxable income of Kartik for the previous year ended 31-03-2017.
   a) Royalty received from Govt. of India Rs.24000/-. 
   b) Income from business earned in Afganistan Rs.25,000/- out of which Rs.,15,000/- were received in India.
   c) Interest received from G a Non-Resident in India against a loan provided to him to run a business in Rs.25,000/-. 
   d) Royalty received in India from S a resident for technical services provided to run a business outside India Rs.20,000/-. 
   e) Income from business in Jaipur Rs.40,000/-. This business is controlled from France Rs.20,000/- were remitted to France. 
Compute his taxable income for the year 2016-17 assuming he is:
   i) Not ordinary resident.
   ii) Ordinarily resident.
   iii) Non-resident.

Q.3  Discuss the following:
   a) Any ten incomes which do not form the part of total income.
   b) Agriculture income, partly agriculture income and partial integration of agriculture income.
UNIT-II

Q.4 Discuss the basis of charge under the head income from salary. State how allowances are different from perquisites. Write down the names of fully and partly taxable allowances. 15

Q.5 Explain the following:
   a) Tax deducted at source (TDS).
   b) Advance payment of tax.
   c) Computation of income from house property. 5x3

UNIT-III

Q.6 What do you mean by the value-added-tax? Discuss the variants of VAT. 15

Q.7 Discuss input tax and output tax. Define the purchases eligible for input tax credit. 15

UNIT-IV

Q.8 What is service tax? Discuss salient features of service tax in detail. 15

Q.9 What are the provisions of service tax registration? 15
End Semester Examination, May, 2017
BBA (GEN) / BBA (Banking) – Sixth Semester
SYSTEM ANALYSIS AND DESIGN (BBA-6002)

Time: 3 hrs  Max Marks: 75
No. of pages: 1

Note: Attempt **FIVE** questions in all; taking at least **ONE** question from each Unit. **Q.1 is compulsory.** All questions carry equal marks.

Q.1 a) What are the symbols used in E-R Diagram?
   b) List out two limitations of case tool.
   c) List out some fact gathering techniques.
   d) Define the term: data dictionary.
   e) What is prototype?
   f) What do you mean by unit testing?
   g) Define ‘decision tree’ with an example.
   h) What are the criteria for system acceptance?
   i) What do you mean by verification?
   j) System quality pertains to:
      i) Reliability.
      ii) Efficiency.
      iii) Maintainability.
      iv) All of the above.

   \[1.5 \times 10\]

**UNIT-I**

Q.2 Define ‘system analyst’. What are its roles and responsibilities? 15

Q.3 What is System Development Life Cycle? Explain the phases of SDLC in detail. 15

**UNIT-II**

Q.4 a) Define ‘feasibility study’. Explain its types in detail. 10
    b) Explain decision table with an example in brief. 5

Q.5 What is DFD? Explain its symbols. Give an example of your choice. 15

**UNIT-III**

Q.6 What do you mean by module coupling and cohesion? Explain its types in detail. 15

Q.7 a) What are the principles of Fonon design? Also explain types of form. 10
    b) Draw a structure chart for a payroll system. 5

**UNIT-IV**

Q.8 Write a short note on ‘system implementation’. Also explain all conversion methods in detail. 15

Q.9 a) What is unit testing? Explain Alpha and Beta testing in detail. 10
    b) What are the maintenance follow-up issues? 5
Q.1 Fill in the blanks:

a) Two world wars of the twentieth century were due to __________ among the industrialized countries.

b) The fifth stage of international PLC theory is __________.

c) WTO has replaced ________________.

1x3

Q.1 State whether the following statements are TRUE or FALSE:

d) Licensing and franchising modes are part of contractual entry mode.

e) FDI is registered at national as well as international level.

f) Low rate of interest on commercial credit is the failure of World Bank. 1x3

Q.1 Choose correct answer:

g) Presently, about ____________ of world trade is done through regional economic groups:

i) One fourth

ii) One third

iii) One half

iv) 100%.

h) Which theory determines rate of exchange under different monetary standard?

i) Mint.par theory.

ii) Balance of payment theory.

iii) PPP theory.

iv) All of these.

i) IMF was found on:

i) 25th Dec. 1942

ii) 25th Dec 1945

iii) 27th Dec. 1942

iv) 27th Dec 1945 1x3

j) Give short answer:

i) Name 5 ‘Ps’ of international business.

ii) Name two exceptions of PLC theory of international trade.

iii) Mention any two non tariff barrier to international trade. 2x3

UNIT-I

Q.2 a) What is the international business? Explain various stages in the process of internationalization of business. 6

b) Explain the following:

i) Motives of FDI.

ii) Forms of international business entry

iii) Major challenges of IB. 9

Q.3 a) Define components of international business environment; what are its determinants? 8
b) Discuss the features and strategies of globalization.  

**UNIT-II**

Q.4  
a) Critically explain the theory of comparative advantage.  
8  
b) What are major trade documents? Explain.  
7

Q.5  
 a) Describe international product life cycle theory.  
7  
b) What are the main intermediaries in international trade? Explain in detail.  
8

**UNIT-III**

Q.6  
a) What are the causes of disequilibrium in the balance of payments? Also,  
gives suggestions to achieve equilibrium in the balance of payment.  
10  
b) What are the achievements of IMF?  
5

Q.7  
a) Explain important WTO agreements.  
8  
b) What are the objectives of World Bank?  
7

**UNIT-IV**

Q.8  
a) What is the nature of multinational enterprise? Give its strategy formulation and implementation.  
10  
b) Write a note on Branding decisions.  
5

Q.9  
Explain the following:  
a) Promotional decisions.  
5  
b) International logistic decisions  
5  
c) Factors to be considered in designing products for foreign markets.  
5
End Semester Examination, May 2017  
BBA (GEN)/(BANKING)--Sixth Semester  
E-COMMERCE(BBA-6004)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1  a) Expand EDI.  
b) Transacting online is safe if internet user have installed ______ (virus/firewall)  
c) Name two modes of plastic money.  
d) Which of the following is part of four main segments of e-commerce?  
   i) B2B  
   ii) B2C  
   iii) C2B  
   iv) Allof the above.  
e) Which of following is not related to security mechanism?  
   i) Encryption.  
   ii) Decryption.  
   iii) e-cash.  
   iv) Allof the above.  
f) The acronym DES stands for:  
   i) Digital evaluation system.  
   ii) Digital encryption standard.  
   iii) Double Encryption system.  
   iv) None of above.  
g) Brick and mortar refers to:  
   i) Offline business.  
   ii) Transport.  
   iii) Online business.  
   iv) Building.  
h) JIT stands for:  
   i) Just-in-time  
   ii) Joint-investigation-term  
   iii) Join-in-training  
   iv) Just-in-total.  
i) Write two functions of a payment gateway.  
j) Name any two threats that effects the security.  

UNIT-I

Q.2 Define ‘e-commerce’. What are the advantages and disadvantages of e-commerce?  

Q.3 Write short notes on:  
a) One to one enterprise.  
b) Categories of e-commerce.  

UNIT-II
Q.4 Explain how electronic transaction takes place when a customer purchases a product from online website.

Q.5 Explain different modes for making electronic payments.

Q.6 Discuss about e-commerce applications in retail sector and service sector.

UNIT-III

Q.7 Write short notes on:
   a) Digital Signatures.
   b) Cryptography.

   5x2

UNIT-IV

Q.8 Explain ‘virtual organization’. Also describe the advantages and limitations of virtual organization in detail.

Q.9 Explain the conceptual design for middle level organization of e-commerce model.
End Semester Examination, May 2017
BBA (BANKING) – First Semester
FOUNDATION COURSE IN BANKING AND FINANCIAL SERVICE
(BBA-b106)

Time: 1 hr.  

Note: Attempt all questions. There is no negative marking.  
- Q.1 – Q.29: carry 1½ mark each.  
- Other questions will be marked as mentioned.
Q.1 The word “money” is derived from the word ________.  
   a) Mint  
   b) Monseta  
   c) Moneta  
   d) Moresta  

Q.2 The three Presidency Banks were:  
   a) Bank of Madras, Bank of Calcutta, Bank of Delhi  
   b) Bank of Madras, Bank of Bengal, Bank of Mumbai  
   c) Bank of Madras, Bank of Bengal and Bank of Bombay  
   d) None of the above.  

Q.3 The word “bank” is derived from the word ________.  
   a) Banquet  
   b) Banca  
   c) Bill of exchange  
   d) Bench  

Q.4 Which of the following are not the coin series of India?  
   a) The Frozen Series.  
   b) The Decimal Series.  
   c) The Aluminium Series.  
   d) The Gold Series.  

Q.5 In which year was ICICI merged with ICICI bank?  
   a) 2000  
   b) 2002  
   c) 1994  
   d) 2004  

Q.6 Which series of coins is presently in use in India?  
   a) The Aluminium Series.  
   b) The Naya Paisa Series.  
   c) The Mahatma Gandhi Series.  
   d) The Britannia Series.  

Q.7 What is financial intermediation?  
   a) Intermediating between the borrower and the lender of funds.  
   b) Intermediating between the bank and the borrower.  
   c) Intermediating between the government and the lender.  
   d) None of the above.  

Q.8 What are the risks faced by savers?  
   a) Credit, Liquidity, default.  
   b) Credit, interest rate, liquidity.  
   c) Credit, interest rate, profit.  
   d) None of the above.  

Q.9 What is the meaning of “durability” of money?  
   a) Money has a long life span.  
   b) Money is easy to carry.  
   c) Money can be divided into small units.  
   d) Money can be used a medium of exchange.  

Q.10 Money needs to be ________ to be productive.  
   a) Stored  
   b) Invested  
   c) Hoarded  
   d) Circulated  

Q.11 What is spread?  
   a) Spreading out the risk of money.  
   b) Distributing the profits among everyone.  
   c) Difference between the rate charged to borrowers and the rate paid to depositors.  
   d) All of the above.  

Q.12 EEFC accounts are opened for which class of customers?  
   a) Importers  
   b) Exporters  
   c) NGO  
   d) Government departments  

Q.13 What is the threshold amount of interest beyond which banks charge TDS?  
   a) `5000  
   b) `5001  
   c) `20000  
   d) None of the above
Q.14 What is not true about bank FDs?
a) FDs can be prematurely broken.
b) FDs are for a fixed period.
c) No loan can be given against FDs.
d) TDS is applicable on interest earned.

c) Cost of the asset is recovered through rentals.
d) All of the above.

Q.15 What is LVR?
a) Loan to value ratio.
b) The portion of the value of the asset financed by banks.
c) Value of asset less margin.
d) All of the above.

Q.16 Banks create charge on various assets. The charge on fixed assets is called:
a) Pledge  b) Mortgage  c) Hypothecation  d) Lien

Q.17 The security offered to the bank can be any of the following:
a) Personal guarantee of a third person.
b) Shares and securities.
c) Land and building.
d) All of the above.

d) All of the above.

Q.18 What is not a feature of consumption loan?
a) Given for purchase of consumer durable item.
b) Loan to be repaid in yearly instalments.
c) Interest is charged on the reducing balance.
d) Amount to be repaid in the initial years is high.

Q.19 Personal overdrafts and credit cards are given to
a) Corporates     b) NGOs     c) Individual     d) Partnership firms

Q.20 The features of leasing are:
a) For financing fixed assets.
b) The bank owns the asset.

c) ECS credit is useful when
a) There are small number of beneficiaries.
b) There is only one payment to be made.
c) Large numbers of payments need to be made.
d) Each transaction is of a very high value.

Q.21 Banking through alternate channels:
a) Saves times for the customer.
b) Customer always needs to have the latest mobile phones.
c) Banker needs to send mails to all customers.
d) Customer has to know English.

Q.22 Banks sell third party products:
a) To act as a one stop shop for customers
b) To earn non-interest income.
c) Both a) and b)
d) Only a)

Q.23 The services offered by banks as provider of other financial services are:
a) Collection of taxes and bills, Demat accounts, advisory services.
b) Collection of taxes & bills, Demat accounts, payment services.
c) Collection of taxes & bills, Demat accounts, collection services.
d) Collection of taxes & bills, Demat accounts, credit card services

Q.24 A travel card is like:
a) An ATM card     b) Debit card     c) Both a) and c)     d) Only b)

Q.25 A transaction is called a “transfer transaction” when
a) Both the payer and the payee have accounts in the same branch
of different banks.
b) Both the payer and the payee have accounts in different branches of different banks.
c) Both the payer and the payee have accounts in the same bank.
d) None of the above.

Q.27 The difference between a cheque and a bill of exchange.
   a) Cheque is always drawn on a banker.
   b) Cheque can be payable to bearer.
   c) Cheque is payable on demand.
   d) All of the above.

Q.28 What are the features of NRE account?
   a) For NRIs only
   b) Money can be freely repatriated
   c) No tax is deducted on the interest earned
   d) All of the above

Q.29 FCNR account can be opened in which currencies?
   a) USD, GBP, EUR, YEN
   b) USD, GBP, EUR, INR
   c) GBP, EUR, HKD, ITL
   d) None of the above
Q.30  Fill in the blanks:
   a) Financial Markets can be classified into _________ and _________.
   b) Repeat customers spend _________ percent more than newly acquired customers.
   c) It is _________ for an organisation to assume that if the customers’ complaints
      are low, the service extended to the customers is of _________ quality.
   d) Two important parts in reflective listening are _________ and _________.
   e) Taking ownership makes a _________ impact on _________ efficiency
   f) Taking _________ means promptly resolving customer queries.  1×10

Q.31  What are the various types of deposits that a customer can open with a bank?  5

Q.32  What are the 4 C’s of Team Attitude Factors? How are they important in Team
       building?  5

Q.33  Write the difference between the organized and unorganized financial sector. Give 3
       examples of each  5

Q.34  Describe AIDA with the help of a detailed step by step example.  5

Q.35  Mention the various Factors affecting the listening process in detail.  5

Q.36  List down 5 differences between the Financial Industry of yesterday and today?  5

Q.37  What is the 8-step model for handling walk in customers?  15
Q.1 Fill in the blanks:

a) Roll of the dice is an example of ________ risk

b) 2 in 1 accounts offer ________ liquidity and ________ rate of interest.

c) ________ deposits are suitable for saving a fixed amount at regular intervals.

d) Fixed deposits are repayable after the expiry of the specified term varying from ________ days to ________ months.

e) ________ are private agreements between two parties to exchange cash flows at a future date.

f) Premature death, insufficient income during retirement, poor health and unemployment can be cat under ________ risk.

g) ________ accounts are meant to meet the business needs of customers and no ________ is paid on the accounts.

h) A ________ is a person, other than the borrower, who promises to repay the loan to the lender in case by the borrower.

i) When the bank has the right to take possession of an asset of the borrower in default the bank is said have a ________ over the asset.


k) The period over which the loan has to be repaid is called the ________ of the loan.

l) ________ refers to the cause of loss while ________ is a condition that may create or increase the chailoss arising from a peril.

m) Mutual funds are classified on the basis of ________ and ________ objectives.

n) ________ risks can be further classified into personal risk, property risk and liability risk.

o) ________ is the term used for converting electronic holdings back into certificates.

p) Put options give the buyer a ________, but not an ________, to ________ a given quantity of the underasset at a given price, on or before the given future date.

q) ________ claims increase the costs of insurance for all insurers.

r) Cost of carry is derived after deducting the ________ price from the ________ price.

s) Except ________ property, a PIO or an NRI can buy any property in India.

t) Insurance works on the principle of ________.  

Q.2 Classify the following as Resident or Non-Resident:

a) Rohit, who is pursuing MS at Stanford University.

b) Mr. Krishna who is in London on deputation from Tata Telecom Services for 3 years.

c) Mr. Kapoor who has migrated to Malaysia in 2006 and now is running a shop there.
d) Mr. Goel who is currently visiting his sister in Florida.
e) Ms. Michelle and her parents who shifted in 1985 from Raipur to New Zealand and are now living.

Q.3 What deposits do not earn any interest even when kept with the bank? 5
Q.4 Name any 4 countries which are excluded from the PIO List. 5
Q.5 Name the two depositories in India. 5
Q.6 List three benefits of Internet Banking each for banks and customers. 5
Q.7 List five services that are offered by banks through ATM banking. 5
Q.8 What are the 5 basic principles of Insurance? 5
Q.9 Name the various categories of people who cannot be treated as NRI's. 5
Q.10 Define a NRI and list the various accounts that NRI's can open. 5
Q.11 How is a Trading account different from a Holding account? 5
Q.12 What are the various factors affecting the prices in real estate? 5
Q.13 State whether the following statement TRUE/FALSE:
   a) Shares once pledged, cannot be released.
   b) One should expect higher returns from equity funds than from debt funds
   c) Permanent life insurance cannot be cancelled by the insurer, except when some fraud is committed on premium is not paid.
   d) A Title Deed is a document that proves the ownership of a property.
   e) While buying a property, one must ensure that all documents are genuine and the title is clear.
   f) All risks are insurable.
   g) Interest on fixed deposit is paid quarterly from the date of the deposit and is not liable for TDS.
   h) Banks are free to offer their own rate of interest.
   i) Banks have become one stop shop for financial products.
   j) The premium on an insurance policy is usually much lesser than the cover you get.
End Semester Examination, May 2017
BBA(Banking) -Second Semester
FINANCIAL PRODUCTS AND SERVICES (BBA-b-207)

Time: 2 hrs.  Max Marks: 75
No. of pages: 1

Note: Attempt all questions. Marks are indicated against each question.

Q.1 Fill in the blanks:
   a) _____ Claims increase the costs of insurance for all insurers.
   b) 2 in 1 accounts offer _____ liquidity and ______ rate of interest.
   c) ______ deposits are suitable for saving a fixed amount at regular intervals.
   d) Fixed deposits are repayable after the expiry of the specified term varying from ______ days to ______ months.
   e) A ______ is a person, other than the borrower, who promises to repay the loan to the lender in case of ______ by the borrower.
   f) The period over which the loan has to be repaid is called the _____ of the loan.
   g) _____ refers to the cause of loss while ______ is a condition that may create or increase the chance of a loss arising from a peril.
   h) Mutual funds are classified on the basis of _____ and ______.
   i) _____ is the term used for converting electronic holdings back into certificates.
   j) Put options give the buyer a ______, but not an ______, to ____ a given quantity of the underlying asset at a given price, on or before the given future date.
   k) Cost of carry is derived after deducting the ______ price from the _____ price.
   l) Except ______ property, a PIO or an NRI can buy any property in India. 1½x20

Q.2 State true or false:
   a) Shares once pledged, cannot be released.
   b) One should expect higher returns from equity funds than from debt funds.
   c) A Title Dead is a document that proves the ownership of a property.
   d) While buying a property, one must ensure that all documents are genuine and the title is clear.
   e) Interest on fixed deposit is paid quarterly from the date of the deposit and is not liable for TDS.
   f) Banks are free to offer their own rate of interest.
   g) Banks have become one stop shop for financial products.
   h) The premium on an insurance policy is usually much lesser than the cover you get. 10

Q.3 Classify the following as Resident and Non – Resident:
   a) Rohit, who is pursuing MS at Stanford University.
   b) Mr. Krishna who is in London on deputation from Tata Telecom Services for 3 yrs.
   c) Mr. Kapoor who has migrated to Malaysia in 2006 and now is running a shop there.
   d) Mr. Goel who is currently visiting his sister in Florida.
   e) Ms. Michelle and her parents who shifted in 1985 from Raipur to New Zealand and are now living there. 2x5

Q.4 a) How is trading account different from a holding account? 2
   b) List three benefits of internet banking each for banks and customers. 3

Q.5 List five services that are offered by banks through ATM banking. 5

Q.6 What are the five basic principles of insurance? 5
Q.7 Define a NRI and list the various accounts that NRI’s can open.

Q.8 What are the various factors affecting the prices in real estate?
End Semester Examination, May 2017
BBA (BANKING)—Fourth Semester
RETAIL BANKING (BBA-b406)

Time: 3 hrs.  Max Marks: 100
No. of pages: 3

Note: Attempt all questions. Marks are indicated against each question.

Q.1  Fill in the blanks:

a) Value of each account in retail is _________ than in corporate banking.

b) CAP stands for _________.

c) In __________ (MM/YYYY), RBI launched RTGS in Mumbai.

d) _________, _________ and _________ are some types of negotiable instruments.

e) Loan-related accounts cannot be accepted for deletion of _________.

f) An _________ is appointed by court when there is no will.

g) Material _________ on cheques should be authenticated by the ________.

h) In an individual account authorization can be given by way of ________ and ________.

i) Banks must ensure _________ of customer’s details before allowing any transaction.

j) Order cheques are paid only after _________ of the presenter.

k) A minor is represented by a _________ for all account related transactions.

l) Currency above ________ in denomination needs to be held in joint custody of the branch.

m) The _________ is the eldest member in an HUF.

n) Amount in a deceased account is settled on the basis of _________, _________ or _________.

o) If an outward cheques is returned, credit in the customer’s account is _________.

p) _________ and _________ are mandatory requirements for opening accounts of Joint Stock Companies.

q) FATF stands for ________.

r) _________, _________ and _________ are some types of special requests that customers place with the bank in regard to operations in accounts.

s) In LCC, the cheque is ________ and is payable at the _________ location or at correspondent bank branches.

r) Maximum Number of partners allowed in the Banking business are _________.

u) A bill which has the instruction to pay the amount after a certain period of time is called a ________ bill.

v) The full form of RBNL is _________.

w) The process of receiving cheques issued by the account holders for processing through the clearing house is known as ________ clearing.

x) _________ and _________ are issued on secured stationery, which are numbered sequentially.

Q.2  State whether the following statements are TRUE or FALSE:

a) Existing customers may apply to transfer the account to another branch or close the account.

b) The banker will pay the cheque carrying the customer’s first signatures in spite of a change given by the customer at a later date.

c) Only corporate customers can avail RTGS facility.
d) If cheques are specially crossed, payment should not be made by the bank.

e) A saving account cannot be opened for HUF's.

f) Forgery is considered attempted if the cheque is signed by the customer but the signatures differ slightly from the bank's records.

g) In branch-based banking, TAT for a service is low.

h) The upload of data, received from RBI, is done so as to credit the customer's account.

i) Dormant account and inactive account are prone to fraud and therefore, should be handled carefully.

j) The RTGS transaction report can be viewed in Staffware.

k) Centralisation involves analysis and simplification of processes, standardization and automation.

l) A proprietor can sign on behalf of the proprietorship firm.

m) Registration of partnership is mandatory for opening an account in the bank.

n) Order cheques can be paid to the presenter across the cash counter.

o) Banks can exercise general lien over the securities handed over to it under normal banking activities.

p) If cheques are crossed, cash payment cannot be made and the proceeds should be through an account.

q) The amount of cash to be taken out of the strong room is based upon the transaction anticipated for the day.

r) ECS-Credit is useful where there is a single debit and number of credits.

s) In an inward clearing transaction, the drawee bank and the collecting bank are same.

t) Issue of pay orders and demand drafts provide commission income and float funds to the banks.

u) Costs are lower when services are centralized.

v) Retail explosion resulted in increase in the number of accounts and transactions in the bank branches.

w) A copy of the will certified by the court is called a Probate.

x) An undated cheque can be paid any day as deemed fit by the bank.

y) In case of liquidation of a company, the court appoints an official liquidator.

Q.3 Bank can issue duplicate DD only at the request of:
   a) The beneficiary of the DD.
   b) The purchaser of the DD.
   c) The purchaser and the beneficiary jointly.
   d) Holder of the DD.

Q.4 By joint custody, it is understood that:
   a) Both the joint custodians are jointly responsible for cash.
   b) Both of them carry the cash together.
   c) Both of them gain access to strong room by turning their respective keys.
   d) None other than the joint custodian are permitted to handle each activity of the branch.

Q.5 What are the prerequisites for centralisation of processes at a bank?

Q.6 What is a Trust and which are the two types of Trust which can be formed?

Q.7 Write the – Banker – customer relationship:
   a) Bank accepts cash from a customer.
   b) Bank purchases securities on behalf of a customer.
c) Customer deposits safe custody article.

Q.8 List the 3 stages of Money Laundering?

Q.9 List down any 4 details that can be found on cheques?

Q.10 List any 4 documents which are to be taken for Name Addition in an Account?

Q.11 List down any 2 advantages and 2 disadvantages of centralisation to the customers?

Q.12 Name any 4 mode of operations allowed in bank accounts?

Q.13 List down any 5 reasons for which cheques can be returned?

Q.14 Give the full forms of the following:
   a) SIP
   b) KIM
   c) IPO
   d) NEFT
   e) SEBI

   1×3

   4

   4

   4

   4

   4

   4

   1×5
End Semester Examination, May 2017  
BBA (BANKING)—Fourth Semester  
RETAIL BANKING (BBA-b407)

Time: 1½ hrs.  
Max Marks: 75

Note: Attempt all questions. Marks are indicated against each question.

Q.1  
Fill in the blanks:
  a) Amount in a deceased account is settled on the basis of ____________, ____________, or __________.
  b) Loan-related accounts cannot be accepted for deletion of ____________.
  c) Material ____________ should be authenticated.
  d) Banks must ensure ____________ of customer’s details except in the case of law and practice.
  e) Value of each account in retail was ____________ than in corporate banking.
  f) Order cheques are paid after ____________ of the presenter.
  g) FATF stands for ____________.
  h) In ______ (MM/YYYY), RBI launched RTGS in Mumbai.
  i) ____________, ____________ and ____________ are the three principal negotiable instruments.
  j) In LCC, the cheque is ____________ and is payable at the ____________ location or at correspondent bank branches.
  k) A bill which has the instruction to be pay the amount after a certain period of time is called a ____________ bill.
  l) If an outward cheque is returned, credit in the customer’s account is ____________.
  m) RAPID stands for ____________.
  n) The full form of RBNL is ____________.
  o) The process of receiving cheques issued by the account holders for processing through the clearing house is known as ____________ clearing.
  p) Currency above ____________ in denomination needs to be held in joint custody of the branch.
  q) ____________ and ____________ are issued in secured stationery, which are numbered sequentially.
  r) CAP stands for ____________ while CIP stands for ____________.

Q.2  
List down any 5 details that can be found in a cheque?  5

Q.3  
List any 4 documents which are to be taken for Name Addition in an Account?  4

Q.4  
List the 3 stages of Money Laundering?  3

Q.5  
What are the prerequisites for centralisation of processes at a bank?  3

Q.6  
List down any 2 reasons for which a cheque can be returned?  2

Q.7  
List down any 2 disadvantages of centralisation to the customers?  2

Q.8  
Name any 4 mode of operations allowed in bank accounts?  2
Q.9  What is a Trust and which are the two types of Trust which can be formed?  

Q.10  Which of the following statements correctly defines a bank customer? 
   a) A customer is a person or entity who visits the branch for an enquiry to open a savings bank account.  
   b) A customer is a person or entity who has an account with the bank and whose dealings with the bank are in the nature of banking business. 
   c) A customer is a person or entity who has come to collect payment for the furniture that he has supplied to the bank. 

Q.11  Write the – Banker-customer relationship: 
   a) Bank accepts cash from a customer. 
   b) Bank purchases securities on behalf of a customer. 
   c) Customer deposits safe custody article. 

Q.12  By joint custody, it is understood that:  
   a) Both the joint custodians are jointly responsible for cash.  
   b) Both of them carry the cash together. 
   c) Both of them gain access to strong room by turning their respective keys.  
   d) None other than the joint custodian are permitted to handle each activity of the branch. 

Q.13  Bank can issue duplicate DD only at the request of: 
   a) The beneficiary of the DD. 
   b) The purchaser of the DD. 
   c) The purchaser and the beneficiary jointly. 
   d) Holder of the DD. 

Q.14  State True or False:  
   a) Existing customers may apply to add/delete someone’s name/transfer the account to another branch/close the account. 
   b) In branch-based banking, TAT for a service is low. 
   c) Banks can exercise general lien over the securities handed over to it under normal banking activities. 
   d) If a cheque is crossed, cash payment cannot be made and the proceeds should be through an account. 
   e) Only corporate customers can avail RTGS facility. 
   f) The amount of cash to be taken out of the strong room is based upon the transaction needs anticipated for the day. 
   g) ECS-Credit is useful where there is a single debit and number of credits. 
   h) In an inward clearing transaction, the drawee bank and the collecting bank are same. 
   i) Issue of pay orders and demand drafts provide commission income and float funds to the banks. 
   j) Costs are lower when services are centralised. 
   k) Retail explosion resulted in increase in the number of accounts and transactions in the bank branches. 
   l) Centralisation involves analysis and simplification of processes, standardisation and automation.
m) A copy of the will certified by the court is called a Probate.

n) An undated cheque can be paid any day as deemed fit by the bank.

o) In case of liquidation of a company, the court appoints an official liquidator.

p) The banker will pay the cheque carrying the customer’s first signatures in spite of a change given by the customer at a later date.

q) Forgery is considered attempted if the cheque is signed by the customer but the signatures differ slightly from the bank’s records.

r) The upload of data, received from RBI, is done so as to credit the customer’s account.

s) Dormant account and inactive account are prone to fraud and therefore, should be handled carefully.

t) The RTGS transaction report can be viewed in Staff ware.
Q.1 Fill in the blanks:

a) Finacle provides _______ support, _______ currency, and _______ security.

b) _______ and _______ concept ensures dual control in all transactions.

c) Office accounts are _______ customer accounts.

d) In Finacle, the pre-requisite for opening an account is to have a _______.

e) The _______ module is used to add customer details.

f) The _______ menu option is used to open customer accounts.

g) ISIA is the menu through which inventories are _______ and _______.

h) _______ is the menu for issue of cheque book to a customer and _______ is used for its verification.

i) In a transaction, unless the _______ part tran is posted, you cannot post the _______ part tran.

j) Finacle is _______ centric software and not account centric software.

k) CAAC is the Menu Option for _______.

l) _______ + _______ populates the default value in the fields.

m) Finacle uses _______ as the backend of RDBMS engine.

Q.2 Who are the two persons who are involved for any transaction to be effected in Finacle?  

Q.3 Which of the following options is also referred as CIF?

a) Transactions.  
b) Systemic Processes.  
c) Customer Master Maintenance.  
d) Global Package.

Q.4 Which of the following options is a feature of an FFD account?

a) Linking an FD account to FFD.  
b) Manual renewal of deposits.  
c) Automatic creation of deposits from excess funds in the operative account at the end of the day.  
d) Automatic regularization of TODs at the beginning of the day.

Q.5 Mr. Deepak Chopra, a senior citizen has opened a Fixed Deposit of ₹50000 with your branch. He brings the proof of his age and wants the extra interest rate to be added. This is done by using:

a) ACM  
b) INTTM  
c) INTTI  
d) CUMM

Q.6 A Teller requests ₹1.5 lac cash from the Head Cashier for payment requirements. Which of the following activities is performed by the Head Cashier to execute the Teller's request?

a) TM → C/NR→Debit Head Cashier A/c → Credit Teller A/c  
b) TM → C/CT → Debit Head Cashier A/c → Credit Teller A/c
c) TM → C/NR → Debit Teller A/c → Credit Head Cashier A/c

d) TM → C/CT → Debit Teller A/c → Credit Head Cashier A/c

Q.7 A bank has 500 cheques to deliver in clearing, which amounts to `50 lacs. It is following the outward clearing process for this and has verified the instruments registered. What should be the next activity to be performed by the bank in this process?

a) Releasing the shadow balance.  b) Suspending the zone.

c) Post the instruments to the account.  d) Close the zone.

Q.8 Which of the following options is correct when the branch wants to run the menu option ABH?

a) All the financial transactions should be in verified status.
b) All non-financial transactions should be authorized.
c) All users should be logged out.
d) All of the above.

Q.9 Mr. Shantanu Mehta requests the Branch Officer to issue a cheque book for his SB account. The bank official after completing certain formalities provides relevant details in the system to issue the cheque book to Mr. Mehta. Which of the following menu options is used by the bank official to issue the cheque book?

a) ISIA  b) CHBM

c) ICHB  d) IMC

Q.10 Mr. Joseph wants to open a TD account and wants exemption from tax. The bank follows certain processes, such as receiving certain mandatory documents from the customer before opening the account. What process should be followed by the bank official in order to open a TD account for Mr. Joseph?

a) Obtains Form 16 and Form 60 from the customer.
b) Obtains Form 15G and Form 15H from the customer.
c) Mark tax deducted at the account level as N.
d) Obtains Form 60 and Form 15G from the customer.

Q.11 Mr. Surender wants to deposit `60000/- by cash in his SB account. When entering the transaction details, the system prompts the bank executive for the necessary details? Which of the following details is required by the bank?

a) Form 16  b) AOF form

c) PAN number  d) KYC form

Q.12 Fill in the blanks:

a) Transactions in Finacle are classified as ________, ________, and ________.

b) ________menu option is used for opening a Term Deposit account.

c) ________, ________, and ________are three types of exceptions.

d) The menu option used for of transactions is ________.

e) ________menu option is used to change a dormant account to an active account.

f) ________will print all the standing instructions recorded.

Q.13 Ms. Sarita Biswas wants to send `3000 every month to her friend Ms. Rima Joseph. Both of them have accounts with your bank. What does the bank need from Ms. Biswas to execute her request?
a) Request letter from Ms. Rima Joseph.
b) Cheque of Rs. 3000 from Ms. SaritaBiswas.
c) Standing instructions letter from Ms. SaritaBiswas.
d) Pay in slip for Rs. 3000 to credit of Ms. Rima Joseph.

Q.14 Which of the following options is used to generate Day Book?
   a) PTW  
   b) GR   
   c) PDB  
   d) EXCPRPT

Q.15 State whether the following statements are **TRUE** or **FALSE**:
   a) Nominations can be added/modified at the account level.
   b) Nomination can be removed from an account.
   c) A person who has created a transaction cannot verify the same.
   d) ALM menu option is used for creating or lifting a lien.
   e) A transaction can be created in the Entered status by any person.
   f) All inquiries relating to movement of inventories between locations can be done through IMI.
   g) The transaction, which is wrongly posted, can only be reversed.
   h) If a transaction has any deviations from normal business rule, it is known as exceptional transaction.
   i) CAAC menu option in Finacle is used for closing accounts.
   j) SIADVC is the option through which an advice is printed to the customer.
   k) When the linked operative account is in the debit balance, it gets automatically regularized at EOD.

Q.16 Write the function that the following menu option performs:
   a) F4
   b) F5
   c) F10
   d) F9
   e) Shift + F4
End Semester Examination, May 2017
BBA (Banking) – Sixth Semester
REGULATORY ENVIRONMENT CAREER BUILDER AND SMAC
(BBA-b-608)

Time: 3hrs
Max Marks: 75
No. of pages: 2

Note: All questions are compulsory. Marks are mentioned against each.

Q.1
a) __________ is a regulatory framework which is essential for orderly growth of capital markets.
b) __________ deposits are suitable for saving a fixed amount at regular intervals.
c) CAP stands for __________.
d) Fixed deposits are repayable after the expiry of the specified term varying from ________ days to ________ months.
e) __________ is a regulatory authority for commodity futures market in India.
f) KYC stands for __________.
g) Customers can be classified as __________ and ________ risk customers.
h) Money laundering involves specific financial transactions to conceal __________, ________ and ________ of money.
i) ________ and ________ are documents in lieu of PAN.
j) PEP stands for __________.

Q.2
State whether the following statements are TRUE or FALSE:
a) Securities contract Regulation Act was enacted in 1956.
b) SEBI promotes insider trading.
c) The Central Bank of India is a State Bank of India.
d) IRDA is not allowed to adjudicate disputes.
e) A prospect can ask an insurance agent to show his license anytime during the dealing.
f) Risk Management is not a key element under KYC policies in banks.
g) Banks are allowed to inquire about nature of business activity when opening accounts.
h) Accounts cannot be opened for Non Face to Face Customers.

Q.3 __________ and ________ are concerns that banks face regarding the use of social media.

Q.4 __________ and ________ are the two things that have to be incorporated in the definition of the term ‘social media’.

Q.5 __________, ________ and ________ are the components of cloud computing.

Q.6 Fill in the blanks:
a) FPSB stands for __________.
b) AML measures include ________ and ________.
c) LIC Act was passed in the year ________.
d) __________ is the publisher of monetary data.
e) SEBI has brought in measures to control the __________ of assets.
f) The banking Ombudsman can reject a complaint for __________, __________ and __________.
g) NABARD stands for ______________.
h) RBI commenced its operation on ____________.
i) The banking department of RBI is responsible for ______________.

Q.7 Answer the following:
a) Within what period is the complaint required to communicate the acceptance of an award made by an insurance ombudsman.
b) Which body is directly responsible for protecting the interest of the investors in the capital market?
c) What can a complainant do if he is not satisfied with the award made by the ombudsman?
d) What are The Four Characteristics of BigData?
e) When did SEBI become operational?
f) Mention any four methods by which analytics help the Banking Industry?
g) Name any four types of social media?

Q.8 Match the following:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1 Document used as proof of address</td>
</tr>
<tr>
<td>2 Administer provisions of the Insurance Acts</td>
<td>2 Small accounts</td>
</tr>
<tr>
<td>3 Exchange manager and controller</td>
<td>3 SEBI</td>
</tr>
<tr>
<td>4 Staff training and maintenance of records</td>
<td>4 IRDA</td>
</tr>
<tr>
<td>5 Aggregate Credits not exceeding 1 lac</td>
<td>5 RBI</td>
</tr>
<tr>
<td>6 PAN Card</td>
<td>6 AML</td>
</tr>
</tbody>
</table>

Q.9 The role of RBI as Banker to other banks includes ____________, ____________, and ____________.

Q.10 ____________, ____________ and ____________ are the three categories of cloud deployment models.

Q.11 ____________, ____________, ____________ are concerns that banks face regarding the use of ‘social media’.

Q.12 ____________, ____________, ____________ are the two things that have to be incorporated in definition of the term social media.

Q.13 ____________, ____________, ____________ are the components of cloud computing.

Q.14 To make banking more accessible to the masses NPCL introduced ____________ in November ____________ (give the year).
Indian Financial System (BBA-DE-402)

Time: 3 hrs.  
Max Marks:100

Note: 
Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Short answer questions:
   a) Components of financial market in India.
   b) Name any two financial services.
   c) Full form of ISIN _________.
   d) Define ‘credit rating’.
   e) Expand the term ‘KYC’ related to banking.
   f) Name any two services provided by Merchant Bankers.
   g) Meaning of symbol AAA in CRISIL.
   h) Give two differences between Merchant Bank and Commercial Banks.
   i) Full form of SHCIL.
   j) Define ‘mutual funds’.

PART-A

Q.2 Define the concept of financial system. How does it work?  
   20

Q.3 Describe the regulatory framework for financial services in India.  
   20

Q.4 Write short notes on:
   a) RBI.
   b) SEBI.  
   10×2

PART-B

Q.5 Detail the functions and powers of SEBI.  
   20

Q.6 Explain in brief the debt securities market in India.  
   20

Q.7 Write short notes on:
   a) Merchant Banking.
   b) Functioning of NSDL.  
   10×2
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS COMMUNICATION (BBA-GE-01)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Give one word for the following:
   a) Fastest type of reading.
   b) Slowest type of reading.
   c) Informal communication.
   d) Movement of hands while talking.
   e) Information within the office.
   f) A letter written to get compensation for a damaged product.
   g) A letter written to get a job.
   h) One role of effective communication.
   i) Communication without speaking.
   j) A letter written to inform someone about a water problem faced by you.
   k) Write the seven C's of communication.
   l) Name three types of networks.

   \[1 \times 10\]

Q.2 a) Explain the different barriers to communication.
    b) How can barriers be removed to make communication effective? \[10 \times 2\]

Q.3 Write short notes on:
   a) Listening skills.
   b) Reading skills.
   c) Speaking skills.
   d) E-mail communication. \[5 \times 4\]

Q.4 a) Explain the different components of body language. \[10\]
    b) How can voice modulation make a speech interesting and effective? \[10\]

   PART-B

Q.5 Write short notes on:
   a) Notice.
   b) Memo.
   c) Agenda
   d) Minutes of a meeting. \[5 \times 4\]

Q.6 Keeping in mind the AIDA strategy write a sales letter to your regular customer about your company, launching a new mobile phone. Explain the AIDA strategy also. \[20\]

Q.7 Define what is meant by a report? Write a report about an incidence of robbery in your house, when you and your family were away on a holiday. Write the report to Police Commissioner. \[20\]
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Second Semester
WORKSHOP ON PERSONALITY DEVELOPMENT AND SOFT SKILLS
(BBA-GE-03)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short note on the following:
   a) Mind mapping.
   b) Personality traits.
   c) Types of listening.
   d) Competence mapping.

   PART-A

Q.2 Discuss the factor which influence the personality of an individual with examples. 20

Q.3 Explain the importance of 360º assessment in a professional scenario. 20

Q.4 Discuss the habits of highly effective people. 20

PART-B

Q.5 Write short notes on (any two):
   a) Debates.
   b) Speech.
   c) Role play.

   10x2

Q.6 Explain the planning while giving of professional presentation and explain the components of voice modulation. 20

Q.7 Discuss tips for effective reading and explain different types of reading and were it is used. 20
End Semester Examination, May 2017
BBA (GEN) / BBA (BANKING) – Third Semester
LEADERSHIP AND TEAM BUILDING SKILLS(BBA-GE-06)

Time: 3 hrs Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least TWO questions from each Part. Q.1 is compulsory. All questions carry equal marks.

Q.1 Explain the following terms in one or two sentences only:
   a) Challenge.
   b) Credibility.
   c) Feedback.
   d) Trust.
   e) Vision.
   f) Skills.
   g) Teamwork.
   h) Goal.
   i) Leader.
   j) Coaching.

PART-A

Q.2 Explain the different types of teams existing in organizations. Which team would you like to be a part of and why? 20

Q.3 Highlight the complementary skills required for a successful team. How can a team be effective? 20

Q.4 How can trust and credibility be built so as to make a team successful? What role does interpersonal communication play in this? 20

PART-B

Q.5 How many leadership styles exist in organizations? As a manager what style would you like to adopt and why? 20

Q.6 Explain the process of group – decision making. How does it help in building good teams and leaders? 20

Q.7 As the CEO of XYZ company, you want to make a team to conduct a market survey on why your sales are falling? Outline the skills you are looking for in your team members and explain the nature of his job to each team member. 20
End Semester Examination, May 2017  
BBA (BANKING) – First Semester  
FUNDAMENTALS OF FINANCIAL PLANNING (BBA-IC-106)

Time: 3 hrs.  
Max Marks: **100**  
No. of pages: **2**

Note: Attempt **FIVE** questions in all; **Part-A** is compulsory. Attempt any **FOUR** questions from **Part-B**. Each question carries equal marks.  

1. This examination requires the use of MS Excel function for solving the numerical questions. 
2. Please conduct this examination in the computer lab where students can use the MS Excel. 
3. Internet connection should be disabled at the time of examination at the time of examination.

**PART-A**

**Q.1 Multiple choice questions:**

a) Financial planning is the process of developing a personal roadmap for your financial well-being. Which of the inputs are required for the financial planning process?
   i) Your finances, i.e. your income, assets and liabilities. 
   ii) Your goals, i.e., your current and future financial needs. 
   iii) Your appetite for risk. 
   iv) All of the above.

b) The client behavior is influenced by which of the following motivators in order to regulate his needs and wants:
   i) Social needs. 
   ii) Self-requirements needs. 
   iii) Psychological needs. 
   iv) All of the above.

c) Which of the following discipline does not constitute a core financial planning component?
   i) Tax Planning. 
   ii) Estate Planning. 
   iii) Retirement Planning. 
   iv) Portfolio Management.

d) Client should be helped to set his/her financial goals in _________.
   i) Future money terms. 
   ii) Current money terms. 
   iii) Current money terms and future money terms. 
   iv) None of the above.

e) This is not a core financial planning component:
   i) Tax Planning. 
   ii) Asset Management. 
   iii) Risk Management. 
   iv) Corporate Finance.

f) Which of the following is inferential data, i.e. data that may not be correctly obtained by simply asking a direct question?
   i) Current income. 
   ii) Retirement Age. 
   iii) Risk appetite. 
   iv) Time horizon.

g) The effective rate is always ________ the nominal rate when compounding is done more than once per year.
   i) Same. 
   ii) Less. 
   iii) Higher. 
   iv) Double.

h) Money has time value. This fact derives its significance from several conditions. Choose the one from the following which does not correspond:
i) Cost of foregoing present consumption.
ii) Possibility of increase in tax rates over time.
iii) Reduction in the purchasing power over time.
iv) Ability to buy assets which generate income over time.

i) Effective Return necessarily takes into account which of the following?
   i) Inflation.  
   ii) Number of compounding.
   iii) Present value.  
   iv) Frequency of payment.

j) The net worth of a client is simply __________.
   i) The market value or the net realizable value of his assets.
   ii) An assessment of the value of his life for purchasing an insurance policy.
   iii) The difference between the value of his assets and his liabilities.
   iv) The difference between the gross worth of his assets and depreciation.

State whether the following statement are TRUE or FALSE:

k) The effective rate of return necessarily takes inflation into account.

l) Stock exchanges assist in the initial sale of securities in the Primary Market.

m) Financial Planning is done after investing.

n) The foreign exchange (Forex) market deals with shares.

o) Monetary Policy is managed by RBI.

Fill in the blanks:

p) The difference between Asset and Liability of an individual is known as __________.

q) ________ assets include items normally owned by a household, such as share, Mutual Fund etc.

r) ________ is the significant increase in the economic activity that lasts longer, from a few months to a few years.

s) After an initial public offering, investors who hold stock can sell it to other investors in the ________ market.

t) Reducing Repo rate is a ________ policy measure.  

Q.2  What do you understand by Financial planning? Explain the various steps of Financial Planning.  

Q.3  a) An investor invested `50,000/- into an account three years ago. Today, the account value is `78,612/-. What is the investor's annual rate of return on an annual compounded basis?  

b) If Fund A has given the return of 10% p.a.: 
   i) Calculate p.a. return compounded monthly.
   ii) Calculate p.m. return compounded monthly.

Q.4  a) Explain the concept of Lease and Hire purchase.  

b) Explain the structure of Capital Market in India.

Q.5  Write short notes on the following:
   a) CRR.
   b) Open Market Operation.
   c) Repo Rate.
   d) Reverse Repo Rate.  

Q.6  Sameer is due to retire 15 years from now. He wants to invest a lump sum now so as to be able to accumulate `50 lacs. How much he needs to invest now, if r=12%?
Q.7 Mr. Verma planning for her daughter Soumya's higher education which is due after 7 years. The current cost of the Higher education is `5 lacs. What amount would be required by Mr. Verma for this goal in future if cost of the education is increasing at the rate of 8% p.a.
Q.1 State whether the following statements are TRUE or FALSE:
   a) Attitude contains a judgmental element as it carry an individuals ideas as to what is right, good or desirable.
   b) Initiative persons are outgoing, sociable and assertive.
   c) Those characteristics which are exhibited in a large number of situations are called personality traits.
   d) People who have internal locus of control are the ones who believe that their lives are being controlled by outside forces.
   e) Type A personality people struggle to achieve more and more in less and less time.
   f) Conflict between hinders group performance is functional conflict.
   g) If a person A is being assertive but cooperative towards person B, it means that both are accommodating with each other.
   h) In stages of group development, it is in the norming stage that disagreements among the group members will be expressed and challenges offered on the nature and shape of the task.
   i) A free rein leader gives orders which must be obeyed by the subordinates.
   j) Distributive bargaining is concerned with subjects of great mutual interest to both parties.

PART-A

Q.2 Define ‘organizational behaviour’. Bring out the challenges and opportunities of organizational behaviour in near future.

Q.3 Differentiate between a formal and informal group? Discuss the stages of group formation.

Q.4 Write short notes on:
   a) Theory X and theory Y.
   b) Politics.
   c) Components of attitude.
   d) Negotiation.

PART-B

Q.5 What is transformational leadership? Name a leader you know and apply Fielder’s theory of leadership upon him.

Q.6 Define the term‘communication’. Discuss the barriers and process of communication with example.

Q.7 What are the characteristics of an organizational culture? Explain the various factors that maintain the organizational culture.
End Semester Examination, May 2017
B.Com. (Hons. and Industry Integrated)—First Semester
BUSINESS ORGANIZATION AND MANAGEMENT (BCH-101)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) Business implies busyness or the state of being busy.
   b) Managerial function is same as operative functions.
   c) Entrepreneurs are risk taker.
   d) Formal organization is a structure of job positions designed to achieve common objectives.
   e) Responsibility is the delegation to perform the assigned duty.
   f) Leadership is the process of influencing the behavior and performance of people.
   g) Leaders are both formal and informal.
   h) Communication is only one-way process.
   i) Staffing involves only managerial function.
   j) There is continuous interaction between business system and its environment. 2×10

PART-A

Q.2 a) Explain the scope and objectives of business in detail. 15
    b) Distinguish between business, employment and profession. 5

Q.3 a) What is a joint-stock company? Explain merits and demerits of a joint-stock company. 15
    b) What do you meant by multinational corporation? Explain different types of it. 5

Q.4 a) What is entrepreneurship? Explain the various characteristics of entrepreneurs. 10
    b) Explain the entrepreneurial process in detail. 10

PART-B

Q.5 a) Define ‘management’. Explain the different characteristics of management in detail. 10
    b) Explain the basic functions of management in detail. 10

Q.6 a) What is planning? Explain the different types of plans in detail. 15
    b) What do you meant by controlling? Discuss the process of control in brief. 5

Q.7 Define ‘communication’. What are the common barriers to communication in an organization? How can they be overcome? 20
Q.1 Pick up the correct answer from the given choices:

a) All the following items are classified as fundamental accounting assumptions except:
i) Consistency  
ii) Business entity  
iii) Going concern  
iv) Accrual

b) Accounting Standards in India are issued by:
i) Central Govt.  
ii) State Govt.  
iii) Institute of chartered Accountants of India  
iv) R.B.I

c) In which system ownership of goods passed from vendor to purchaser only after payment of last installment.
i) Installment payment system  
ii) Consignment System  
iii) Double entry system  
iv) Hire Purchase System

d) In the absence of any provision in the partnership agreement, profit and losses are shared:
i) In the capital ratio.  
ii) Equally.  
iii) In the ratio of loan given to the partners.  
iv) None of the above.

e) Which of the following asset is compulsory to revalue at the time of admission of a new partner?
i) Inventory  
ii) Fixed Assets  
iii) Investment  
iv) Goodwill

f) Patent is issued in favor of a person who write a book.

State whether the following statements are TRUE or FALSE:
g) Adjusting the cash book before preparing the bank reconciliation statement is optional if reconciliation is done during different months.
h) A decrease in the provision for doubtful debts would result in an increase in net profit.
i) The preparation of trial balance is for locating clerical errors  
j) The claim of the retiring partner cannot be transferred to loan account.

Briefly distinguish between:
k) Lease and Installments purchase system.
l) Copyright and patent

Briefly explain the following:
m) Cost concept.
n) Hire Purchase Trading Account.

PART-A

Q.2 How many accounting standards are there in India? Discuss any five accounting standard of your choice in detail.
Q.3 From the following information prepare a Bank Reconciliation Statement as at 31st Dec., 2011 for New Age Steel Ltd.

a) Bank overdraft as per Cash Book on 31st December, 2011 `2,45,900/-

b) Interest debited by bank on 26th December, 2011 but no advice received `27,870/-

c) Cheque issued before 31st December, 2011 but not presented to bank `66,000/-

d) Transport subsidy received from the state Government directly by the bank but not advised to the company `42500/-

e) Draft deposited in the bank, but not credited till 31st December, 2011 `13,500/-

f) Bills for collection credited by the bank till 31st December, 2011 but no advice received by the company `83,600/-

g) Amount wrongly debited to company account by the bank, for which no details are available `7,400/-

Q.4 From the trial balance and other information given below for a school, prepare Income and Expenditure Account for the year ended on 31.03. 2006 and Balance Sheet on that date:

<table>
<thead>
<tr>
<th>Debit Balance</th>
<th>Amount(')</th>
<th>Credit Balance</th>
<th>Amount (')</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building</td>
<td>6,25,000/-</td>
<td>Admission fees</td>
<td>12,500/-</td>
</tr>
<tr>
<td>Furniture</td>
<td>1,00,000/-</td>
<td>Tuition fees received</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Library Books</td>
<td>1,50,000/-</td>
<td>Creditors for supplies</td>
<td>15,000/-</td>
</tr>
<tr>
<td>Investment @12 %</td>
<td>5,00,000/-</td>
<td>Rent for School hall</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Salaries</td>
<td>5,00,000/-</td>
<td>Miscellaneous receipts</td>
<td>30,000/-</td>
</tr>
<tr>
<td>Stationery</td>
<td>40,000/-</td>
<td>Government grant</td>
<td>3,50,000/-</td>
</tr>
<tr>
<td>General expenses</td>
<td>18,000/-</td>
<td>General fund</td>
<td>10,00,000</td>
</tr>
<tr>
<td>Sports expenses</td>
<td>15,000/-</td>
<td>Donation for library books</td>
<td>62,500/-</td>
</tr>
<tr>
<td>Cash at bank</td>
<td>50,000/-</td>
<td>Sale of old Furniture</td>
<td>20,000/-</td>
</tr>
<tr>
<td>Cash in hand</td>
<td>2,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>20,00,000/-</strong></td>
<td><strong>Total</strong></td>
<td><strong>20,00,000/-</strong></td>
</tr>
</tbody>
</table>

Additional Information:

a) Fees yet to be received for the year are `25,000/-

b) Salaries yet to be paid amount to `30,000/-
c) Furniture costing `40,000/- was purchased on Oct 1, 2005.
d) The book value of the furniture sold was `50,000/- on April 1, 2005.
e) Depreciation is to be charged @10% p.a. on furniture, 15% p.a on library books and 5% on building.

**PART-B**

Q.5 On 1st January, 2010 Varun Ltd. Purchased a machine on hire purchase system for `80,000/-, paying cash `20,000/- immediately and agreeing to pay three further annual installments of `20,000/- each on 31 December every year. The interest is charged @5% per annum, it having been included in the installments. Calculate the cash price of the machine and prepare the necessary accounts in the books of Varun Ltd. Who depreciate the machine @20% on reducing balance method? The present value of an annuity of `1 for 3 years @ 5% is `2.72325/-. 

Q.6 A, B, C and D were partners sharing profit and losses in the ratio of 3: 3: 2: 2 respectively. The following is their Balance Sheet as at 31 Dec, 2015:

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>`</th>
<th>Assets</th>
<th>`</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creditors</td>
<td>31,000/-</td>
<td>Cash at Bank</td>
<td>4,000/-</td>
</tr>
<tr>
<td>A’s Loan</td>
<td>20,000/-</td>
<td>Debtor 32,000/-</td>
<td>Less: Provision 1,000/-</td>
</tr>
<tr>
<td>Capital Accounts</td>
<td>Stock</td>
<td>20,000/-</td>
<td></td>
</tr>
<tr>
<td>A</td>
<td>40,000/-</td>
<td>Furniture</td>
<td>8,000/-</td>
</tr>
<tr>
<td>B</td>
<td>30,000/-</td>
<td>Car</td>
<td>14,000/-</td>
</tr>
<tr>
<td>Capital Accounts:</td>
<td>C</td>
<td>12,000/-</td>
<td></td>
</tr>
<tr>
<td></td>
<td>D</td>
<td>32,000</td>
<td></td>
</tr>
<tr>
<td></td>
<td>1,21,000/-</td>
<td>1,21,000/-</td>
<td></td>
</tr>
</tbody>
</table>

It was decided to dissolve the firm with effect from 31st December, 2015 and B was appointed to liquidate the assets and pay the creditors. He was entitled to receive 5% Commission on the amount finally paid to other partners including loan of any. He was to bear the expenses of the realization which amounted to `500/-. The assets realized `54,000/-. Creditors were paid in full. In addition a sum of `5,000/- was also paid to staff on retrenchment in full settlement of their claims.

D was insolvent and the partners accepted `7,400/- from his estate in settlement. Applying the rule in Garner vs. Murray, Prepare necessary ledger accounts.
Q.7

The following are the balance sheets of two firms M/S A and B and M/S C and D as at 31st Dec., 2015

(All amounts are in `)

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>A&amp;B</th>
<th>C&amp;D</th>
<th>Assets</th>
<th>A&amp;B</th>
<th>C&amp;D</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sundry Creditors</td>
<td>12,000/-</td>
<td>2,000/-</td>
<td>Cash</td>
<td>3,000/-</td>
<td>5,000/-</td>
</tr>
<tr>
<td>Bills Payable</td>
<td>4,000/-</td>
<td>6,000/-</td>
<td>Sundry debtors</td>
<td>16,000/-</td>
<td>24,000/-</td>
</tr>
<tr>
<td>General Reserve</td>
<td>10,000/-</td>
<td>12,000/-</td>
<td>Stock</td>
<td>15,000/-</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Capitals:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A</td>
<td>30,000/-</td>
<td></td>
<td>Furniture &amp; Fittings</td>
<td>6,000/-</td>
<td>4,000/-</td>
</tr>
<tr>
<td>B</td>
<td>30,000/-</td>
<td></td>
<td>Plant &amp; Machinery</td>
<td>10,000/-</td>
<td>22,000/-</td>
</tr>
<tr>
<td>C</td>
<td></td>
<td>40,000/-</td>
<td>Land &amp; building</td>
<td>25,000/-</td>
<td>15,000/-</td>
</tr>
<tr>
<td>D</td>
<td>20,000/-</td>
<td></td>
<td>Goodwill</td>
<td>3,000/-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>86,000/-</td>
<td>80,000/-</td>
<td>Total</td>
<td>86,000/-</td>
<td>80,000/-</td>
</tr>
</tbody>
</table>

A & B shared profit and losses equally and C &D in the ratio of 2:1. The two firms decided to amalgamate. The terms agreed upon were:

a) Stock of both the firms was to be depreciated by 10%. Land and building, Furniture of A & B were to be taken at a valuation of `30,000/- and `5,000/- respectively. Plant & Machinery of C & D was found overvalued by `6,000/-. A Book debt of C & D was found overvalued by `4,000 was bad and has to be written off.

b) Investment of A & B were not be taken over by the new firm but were to be distributed among A &B in their profit sharing ratio.

c) A provision for bad & doubtful debts @ 5% on the debtor of both the firms was to be created.

d) Goodwill of A & B was `12,000/- and that of C& D `18,000/-. Goodwill was not to remain in the books of the new firm.

e) The total capital of the new firm was fixed at `1,20,000/- which was to be contributed by the partners in their profit sharing ratio. The adjustment were made by bringing in and paying out of cash.

f) The new profit sharing ratio was to be:

A 4/10  B 3/10  C 2/10  D 1/10

Make necessary journal entries to close the books of old firms and open those of the new one. Also prepare Opening Balance Sheet of new firm.
Q.1 Multiple choice questions:

a) Which of the following is not the objective of a reserve?
   i) Expenditure of the director of the company.
   ii) To meet unforeseen contingencies or losses.
   iii) Maintaining uniformity in payments of dividends from year to year.
   iv) Strengthen the financial position of business.

b) Which one of the following is not an example of a provision?
   i) Provision for depreciation.
   ii) Provision for repairs and renewals.
   iii) Provision for upgradation of an asset.
   iv) Provision for taxation.

c) Making provisions for doubtful debts leads to:
   i) Increase in assets and owner’s equity.
   ii) Decrease in assets and owner’s equity.
   iii) Decrease in liability and increase in owner’s equity.
   iv) Increase in liability and owner’s equity.

d) Which one of the following is an example of Personal Accounts?
   i) Creditor.
   ii) Rent.
   iii) Cash.
   iv) Machinery.

e) Accounting equation is based on:
   i) Going concern assumption.
   ii) Dual aspect concept.
   iii) Money measurement concept.
   iv) All of the above.

f) While determining whether or not to recognize an asset, which of the following key words are relevant?
   i) Control.
   ii) Obligation.
   iii) Future economic benefits.
   iv) Residual interest in the entity.

g) Which of the following are qualitative characteristics of financial statements?
   i) Accrual basis.
   ii) Materiality.
   iii) Going concern.
   iv) Comparability.

h) Which of the following is not a cash transaction?
   i) Salary paid to employees via online transfer.
   ii) Purchases made against advance given to creditor.
   iii) Cash deposited in bank.
iv) All of the above.

i) Goods returned to Mr. X for Rs. 10,000 passed through the sales return book. The error will result in:
   i) Increase in gross profit.
   ii) No effect on gross profit.
   iii) Decrease in gross profit.
   iv) Either ‘Increase in gross profit’ or ‘Decrease in gross profit’.

j) A bank reconciliation statement is prepared with the help of:
   i) Bank statement and bank column of the cash book.
   ii) Bank statement and cash column of the cash book.
   iv) None of the above.

State whether the following statements are TRUE or FALSE:

k) Revenue reserves are the reserves which are created out of capital profits.

l) Prepaid expenses are current assets, the benefits of which are received in subsequent years. They are treated as expenses of the coming years and not the year in which they are paid.

m) Cash discounts are offered to customers when they make prompt payments for goods and services received or payments are received by sellers within a specified period of time.

n) Bad debts are typical to a business making sales on credit basis.

o) Information concerning cash flows of an entity helps summarizing its existing assets and liabilities including the contribution by the owners of that equity.

p) As per accounting standard approach, various accounts can be classified into Assets, Liabilities, Capital, Revenue and Expenses.

q) Expenses are decreases in economic benefits during the accounting period in the form of outflows or enhancements of assets or incurrence of liabilities that result in decreases in equity, other than those relating to distributions to equity participants.

r) An asset is a resource controlled by the enterprise as a result of past events from which future economic benefits are expected to flow to the enterprise.

s) Purchase book is used to record the credit purchase of goods made by any company.

t) Businesses having voluminous transactions generally do not prepare “Journal” as a prime entry book.

Q.2 a) What do you mean by a Trial Balance? What are the objectives of preparing Trial Balance?

b) What are accounting assumptions? Explain

c) A provision for tax is created for Rs. 150,000/- for a year but at the end of the year it is ascertained that the actual tax liability is Rs. 145,000. Pass necessary journal entries for the given scenario.

d) What do you understand by Executive Contracts?

Q.3 a) Prepare Bank Reconciliation Statement using the information given below of M/s A to Z Limited as on December 31, 2011.

Balance as per Cash Book Rs. 2,47,000/-. Cheques deposited into bank but not credited up to December 31, 2011 Rs. 25,500/-.
b) Distinguish between Provisions and Reserves.

Q.4  
a) Following errors occurred in the books of account of Sharma Ltd.
   i) Returns Outward Book has been under casted by Rs.909 on 28th June 2014.
   ii) Repairs to Plant and Machinery amounting to Rs.1,100/- were debited to Plant
       and Machinery A/c on 9th June 2014.
   iii) Advance of Rs.1,001 given to one of the suppliers Mr. ‘X’ on 20th May 2014,
       was entered correctly in the cash book but was posted on the credit side of Mr.
       X’s Account.
   iv) A cheque for Rs.929 was deposited in the bank on 29th May 2014 and was
       wrongly entered in Cash Book as Rs. 9,229/-. Though the correct amount was
       posted in the account of customer.
   v) Rs.684 being the discount allowed by one of the suppliers Mr. ‘Y’ on 25th June
       2014 was omitted to be posted in his account.
   
   You are required to pass necessary journal entries to rectify the above errors.

b) The cash book of a firm showed an overdraft of Rs. 30,000 on 31st March, 2015. A
   comparison of the entries in the cash book and pass book revealed that –
   i) On 22nd March, 2015, cheques totaling Rs. 6,000 were sent to bankers for
      collection. Out of these, a cheque for Rs. 1,000 was wrongly recorded on the
      credit side of the cash book and cheques amounting to Rs. 300 could not be
      collected by the bank before 1st April, 2015.
   ii) A cheque for Rs. 4,000 was issued to a supplier on 28th March, 2015. The
       cheque was presented to bank on 4th April, 2015.
   iii) There were debits of Rs. 2,600 in the pass book for interest on overdraft and
       bank charges, but the same was not recorded in the cash book.
   iv) A cheque for Rs. 1,000 was issued to a creditor on 27th March, 2015. The
       cheque was, however, duly encashed by 31st March, 2015.
   v) As per standing instructions, the banker collected dividend of Rs. 500 on behalf
      of the firm and credited the same to its account by 31st March, 2015. The fact
      was, however, intimated to the firm on 3rd April, 2015.
   
   You are required to prepare a bank reconciliation statement as on 31st March,
   2015.

Q.5  
a) Distinguish between Accrued Income and Unearned Income.

b) Journalise the following transactions in the books of Raman.

<table>
<thead>
<tr>
<th>April 2014</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>Returned defective goods by Dinesh 5,000/-</td>
</tr>
<tr>
<td>8</td>
<td>Received cash from Dinesh 4,400/- and discount allowed 100/-</td>
</tr>
<tr>
<td>9</td>
<td>Ramesh sold goods to us 10,000/-</td>
</tr>
<tr>
<td>10</td>
<td>Paid for Life Insurance 250/-</td>
</tr>
<tr>
<td>12</td>
<td>Premium of Raman 1,000/-</td>
</tr>
</tbody>
</table>
Q.6 Pass necessary journal entries to rectify the following errors in the books of M Ltd:

a) A sum of Rs. 12,000/- paid to Subhash was debited to Suresh.

b) Repairs of a machine amounting to Rs. 1,745/- were debited to machinery account.

c) A bill receivable of Rs. 15,000 accepted by Soni Bros. was recorded in bills payable book.

d) A credit sale of goods in trade for Rs. 15,870/- to Surya Prakash was recorded in the sales book as Rs.18,570/-.

e) Goods sold to Mohan for Rs. 2,140/- were returned by him but no entry was passed in the books of account.

f) Goods costing Rs.800/- taken by proprietor for a birthday gift to his daughter were not recorded in the books of account.

g) A sum of Rs.1,300 was received from Anand, a customer, against the amount previously written off as a bad debt; the amount received was credited to Anand’s account.

h) Received interest amounting to Rs. 500/- and the same has been posted to loan account.

i) Expenses incurred on carriage outward of Rs. 100/- was posted to carriage inwards account.

j) Goods invoiced at Rs. 1,870/- to Mohit were returned by him. The return was recorded in returns outward book as Rs. 1,780/-.

k) A purchase amounting to Rs. 1,000/- made for Harish, a staff member was recorded in the purchases book.
End Semester Examination, May 2017
B.Com. (Hons. and Industry Integrated)– First Semester
INDIAN ECONOMICS AND SOCIAL ENVIRONMENT (BCH-103)

Time: 3 hrs.                      Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions in brief:
   a) What is cultural adaption?
   b) Define ‘business ecology’.
   c) Why planning role of government is important?
   d) State two indicators of economic development.
   e) Give two reasons for sickness of Indian industry.
   f) What is an agrarian economy?
   g) Give any two features of EXIM policy 2015-2020.
   h) What is external debt sustainability?
   i) The block year of is current five year plan is __________.
   j) Write any two differences between ‘economic growth’ and ‘economic development’.  2×10

PART-A

Q.2 Define ‘business environment’. Explain how internal and external environment of business affect business decision making.  20

Q.3 India has a diversified industrial structure. Explain.  20

Q.4 Explain the salient features of the Indian economy at the time of independence.  20

PART-B

Q.5 Differentiate between ‘balance of payment’ and ‘balance of trade’. What are the reasons for deficit in balance of payments? How these deficits could be removed?  20

Q.6 Discuss the need and key components of 1991 LPG policy.  20

Q.7 Explain the reasons for the introduction of financial sector reforms in India. What is the impact of financial reforms on the Indian economy?  20
End Semester Examination, May 2017
B. Com (Hons.) / B. Com (Hons.) - Industry Integrated–First Semester
BUSINESS LAWS (BCH-104)

Time: 3 hrs. Max Marks:100
No. of pages:1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) A ________ can be accepted by anybody fulfilling the conditions attached to the offer.
   b) When the consent to the contract is caused by coercion, the contract becomes ________?
   c) Unpaid seller means ________.
   d) The acquisition of goods, which is contingent upon same events happening on non-happening will be termed as ________.
   e) LLP Act came into force in the year ________.
   f) Maximum number of partners allowed in an LLP is ________.
   g) ________ certifies that public key is the certifies authorities.
   h) The key used to create digital signature is the ________ key.

   1½×8

Write short notes on (about 3-4 sentences):

i) Consideration.

j) Continuing Guarantee.

k) Subscriber in IT Act.

l) Future Goods.

PART-A

Q.2 a) “All agreements are not contracts but all contracts are agreements.” Discuss the statement and explaining the essential elements of a valid contract.  
   b) State briefly the provisions relating to competence of parties to a contract.  

Q.3 a) What are the rights and obligation of a finder of goods?
   b) Differentiate between a contract of indemnity and contract of guarantee. Also discuss the rights of surety.

   2×4

Q.4 a) Explain implied conditions and warranties in a contract for the sale of goods.

   2×4

PART-B

Q.5 a) Discuss the procedure of conversion of partnership firm into Limited liability partnership.
   b) State the circumstances under which an LLP can be wound up by the court. What are the consequences of winding up order by the court?

   10

Q.6 a) Write a note on Annual Return of the LLP.
   b) Explain features of Limited liability partnership.

   5

Q.7 a) Explain the terms “E-Commerce” and E-Governance” with reference to Information Technology Act 2000.

   10
b) Explain functions and powers of controller as explained in IT Act.
End Semester Examination, May 2017
B. Com (Hons. and Industry Integrated)—First Semester
MICRO ECONOMICS (BCH-105)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 Answer the following question:
   a) Explain the concept of demand.
   b) Explain indifference curve with diagram.
   c) Prof. Samuelson has established the inverse relationship between price and quantity demanded using the revealed preference theory. **(True/False)**
   d) What is marginal rate of technical substitutions?
   e) Define opportunity cost.
   f) Write two assumptions of perfect competition market.
   g) State two features of monopolistic competition.
   h) Monopoly firm can fix the output or the price but not both. **(True/False)**
   i) Write any two differences between monopoly and perfect competition.
   j) Write a short note on ‘isoquant’.  

   **PART-A**

   Q.2 a) Explain the equilibrium of consumer through indifference curve technique.  
   b) Derive Engle curve from income consumption curve for a normal good.

   Q.3 a) Explain ridge-lines. Discuss its features and functions in detail.
   b) How is the long run average cost curve derived from the short run average cost curve?

Q.4 What is supply? Distinguish between change in supply and change in quantity supplied.

   **PART-B**

   Q.5 How do you measure the degree of monopoly power? What is the rule of thumb for pricing? Why is there no supply curve under conditions of monopoly?

   Q.6 How does excess capacity arise in case of monopolistic competition? Is it different from ideal capacity?

   Q.7 Explain Cournot’s equilibrium with the help of action reaction curve.
Q.1  a) Write in set builder form: \{-2, -1, 0, 1, 2, 3\}

b) If \[
\begin{bmatrix}
x & 3x - y \\
2x + z & 3y - w
\end{bmatrix} = \begin{bmatrix} 3 & 2 \\
4 & 7
\end{bmatrix}; \text{ find } x \text{ and } y.
\]

c) Differentiate: \(7^x\)

d) What do you mean by 'singular matrix'?

e) What do you mean by 'equal and equivalent sets'?

f) Write the formula for finding amount and compound interest.

g) Differentiate: \(\frac{1}{\sqrt{x}}\)

h) Integrate: \(3^x\)

i) Write the formula for finding present value of annuity.

j) If \(z = x^2 e^y\), then find \(\frac{\partial z}{\partial x}\)

2x10

Q.2  a) Find the value of \(x\) such that:

\[
\begin{bmatrix} 1 & 3 & 2 \\
1 & 2 & 5 & 1 \\
15 & 3 & 2 \\
x & 2 \end{bmatrix} = 0
\]

b) Solve the following system of linear equations by matrix method:

\[
\begin{align*}
\frac{2}{x} + \frac{3}{y} + \frac{10}{z} &= 4 \\
\frac{4}{x} - \frac{6}{y} + \frac{5}{z} &= 1 \\
\frac{6}{x} + \frac{9}{y} - \frac{20}{z} &= 2
\end{align*}
\]

Q.3  a) At what rate of compound interest p.a. will Rs. 1250/- amount to Rs. 1800/- in two years?
b) If money is worth 6% compounded once in two months, find the present value, and the amount of an annuity whose annual rate is Rs. 1800/- which is payable once in two months for 5 years.

[Given Log 10 = 2.0043 and Log 13.458 = 1.129]

8

c) In how many years, will a sum of Rs. 6400 compounded semi – annually at 5% p.a. amount to Rs. 6560?

5

Q.4 a) If \( y = \log \left( \frac{\sqrt{x} + \frac{1}{\sqrt{x}}}{x} \right) \); prove that \( \frac{dy}{dx} = \frac{x-1}{2x(x+1)} \).

b) If \( y = e^{2\log x+3x} \), \( x > 0 \), prove that \( \frac{dy}{dx} = xe^{3x}(2+3x) \).

c) Draw the graph for the equation: \( y = -2x^2 + x - 2 \).

Q.5 a) If \( u = x^2 + y^2 + z^2 \); prove that \( x \frac{\partial u}{\partial x} + y \frac{\partial u}{\partial y} + z \frac{\partial u}{\partial z} = 2u \).

b) Evaluate: \( \int \frac{5x^2+18x+17}{(x+1)^2(2x+3)} \, dx \).

c) Evaluate: \( \int \frac{1}{x(1+\log x)^2} \, dx \).

Q.6 a) Consider two different types of food stuffs say \( f_1 \) and \( f_2 \). Assume that these food stuff contains vitamin \( v_1 \), \( v_2 \) and \( v_3 \) respectively. Minimum daily requirement of these vitamins are 1mg of \( V_1 \), 50 mg. of \( V_2 \) and 10 mg. of \( V_3 \). Suppose that the food stuff \( f_1 \) contains 1 mg. \( V_1 \), 100 mg. of \( V_2 \) and 10 mg. of \( V_3 \); whereas the food stuff \( f_2 \) contains 1mg of \( V_1 \), 10 mg. of \( V_2 \) and 100 mg. of \( V_3 \). Cost of one unit of food stuff \( f_1 \) is Rs. 1 and that of \( f_2 \) is Rs. 1.50. Formulate the problem and solve it graphically to find the minimum cost diet that would supply the body at least minimum requirements of each vitamin.

10

b) What do you mean by linear programming? Write down its concepts, objectives, functions and advantages.

10

Q.7 a) If \( U = \{1,2,3,4,5,6,7,8\} \), \( A = \{1,2,3,4\} \), \( B = \{3,4,6\} \) and \( C = \{5,6,7,8\} \)

Verify the following:

\( i) \quad (A \cap B)^C = A^C \cap B^C \)

\( ii) \quad A - C = A \cap C^C = C^C - A^C \)

6

b) Prove that: \( A - B = B^C - A^C \).

5

c) In a survey of 25 students, it was found that 15 had taken Mathematics, 12 had taken Physics and 11 had taken Chemistry, 5 had taken Mathematics and
Chemistry, 9 had taken Mathematics and Physics, 4 had taken Physics and Chemistry and 3 had taken all three subjects. Find the number of students who had:

i) Only one of the subjects.

ii) Atleast one of three subjects.

iii) Only Mathematics.

iv) Physics but not Mathematics.
Q.1  **Fill in the blanks:**
   a) Macroeconomics studies economic problems relating to economy as a ________.
   b) ________ and ________ are the major macroeconomic issues in India.
   c) When actual GDP is greater than the potential GDP, the output gap is called ________ gap?
   d) Aggregate demand = ________ + ________.

**State whether the following statements are True or False:**
   e) The ratio between change in consumption expenditure and change in disposable income is called APC.
   f) Actual GDP is refers to the actual level of output in an economy.
   g) Autonomous investment does not depend on the level of income and output.
   h) Trade policy is the policy of the government with reference to supply and control of money.

**Answer the following question in brief (any two):**
   i) What is marginal efficiency of capital?
   j) Define ‘National Income’.
   k) Mention different types of investment.

**PART-A**

Q.2  
   a) Explain the consumption function and saving function and represent these relationships with the help of a diagram.  
   b) What is investment? What are its components? 
   c) Explain the importance of macro analysis of an economy.

Q.3  
   a) Calculate the equilibrium GDP given in the following data for an economy:
       Consumption function (c) = 150 + 0.7Y
       Autonomous investment (I_o) = `200/-croc 
       Government Expenditure (G_o) = `250/-croc
       If government wants to raise the GDP by `500/-croc, what would be the required government expenditure as per the information given above?
   b) Explain the process of national income determination using the income method.

**PART-B**

Q.4  
   a) Define ‘multiplier’. Explain working of multiplier and its relation to marginal propensity to consume (MPC).
   b) What factors cause a shift in the aggregate demand and aggregate supply curve?

Q.5  
   a) What is inflationary and deflationary gap and what are their consequences?
   b) Write a note on ‘Phillips curve’.

Q.6  
   a) Explain the various components of fiscal policy.
b) Write a note on 'the objectives of monetary policy in a developing economy life in India'.  

Q.7  

a) Derive the IS and LM curves. How can these curves be used to determine aggregate demand?  

b) Show the effect of fiscal policy and monetary policy on aggregate demand using IS-LM framework.
End Semester Examination, May 2017
B.Com. (Hons.)/B.Com.(Hons.) Industry Integrated– Second Semester
CORPORATE LAWS(BCH-205)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 State TRUE/FALSE:
   a) Only a private company can be classified as small company.  
   b) Every member of a company is essentially a shareholder of a company. 
   c) Generally, a company is free to hold its AGM in any city or town of its convenience. 
   d) Dead lock in management is one important ground for compulsory winding-up of a Company. 
   e) Company is exempted from filing ADT-1 to the Registrar for appointment of the first auditor.  

**Fill in the blanks:**
   f) Minimum tenure of an Auditor in a company is ________ years. 
   g) Any company can issue a prospectus after its registration with in a maximum of ________ days. 
   h) Alternate director can be appointed by the BoD during the absence of a director for a period of not less than ________ months from Indian. 
   i) CIN stands for ________. 
   j) Red Herring Prospectus means a prospectus which does not include complete particulars of ________ of the securities included therein. 

**Explain the following:**
   l) Contributories. 

**PART-A**

Q.2 a) What is corporate veil? When is this said to be lifted?  
   b) What is an illegal association? What are its consequences? 

Q.3 a) “A prospectus must state truth and nothing but truth”. Do you agree? Explain.  
   b) Distinguish between a member and a shareholder.Explain the ways of acquiring membership of a company. 

Q.4 a) State the provisions of the Companies Act, 2013 with respect to extraordinary general meeting.  
   b) Give the provisions of the Companies Act, 2013 regarding proxy in a meeting. 

**PART-B**

Q.5 a) Differentiate between ‘Managing Director’ and ‘Manager’.  
   b) What is the legal position of directors in a company?  
   c) What are the rights of a Company Auditor? 

Q.6 a) Under what circumstances the Tribunal can order for winding up of a company? State the legal provisions in respect of compulsory winding up of a company. 
   b) Differentiate between winding up and dissolution of a company.
Q.7  
a) Discuss the provisions relating to constitution of National Company Law Tribunal.  
b) What are the provisions regarding Postal Ballot under Companies Act, 2013?  
c) Write a note on ‘small shareholder representation on Board’.
End Semester Examination, May 2017
B. Com. (Hons) - Industry Integrated – Second Semester
FINANCIAL ACCOUNTING-II(CH-2.6K/BCH-206K)

Time: 3 hrs.                                      Max Marks: 100
Note: Attempt FIVE questions in all; PART-A is compulsory. Attempt any FOUR questions from PART-B. Each question carries equal marks.

PART-A

Q.1 Multiple choice questions:

a) Profit and loss account contains:
   i) Indirect expenses & indirect incomes
   ii) Indirect expenses
   iii) Direct expenses
   iv) Direct expenses & direct incomes

b) Which of the following is a long term liability?
   i) Overdrafts
   ii) Bills Payable
   iii) Taxes due
   iv) Debentures

c) Which one is not a feature of a Company?
   i) Unlimited liability
   ii) Perpetual Succession
   iii) Separate legal entity
   iv) Common seal

d) X who applied for 100 shares was allotted 80 shares. The amount demanded was:
   Rs. 2 on application
   Rs. 2 on allotment
   Rs. 2 on first call
   Rs. 3 on second call
   He did not pay anything after application. The amount of calls in arrears is:
   i) 640
   ii) 600
   iii) 560
   iv) 400

e) The document inviting offers from public to subscribe for the shares or deposits of a company is:
   i) Articles of Association
   ii) Prospectus
   iii) Share Certificate
   iv) Fixed Deposit Receipt

f) Which of the following is not a depreciation method?
   i) Residual Method
   ii) Written down value
   iii) Diminishing balance
   iv) Equal Installment

g) Cost of Asset A is Rs. 256,000/- and its expected residual value is Rs. 12,000/-. Calculate the depreciation if the number of units to be produced in the 3rd year are Rs. 6,000/- and the expected total production is of 50,000 units.
i) Rs.30,000/-
ii) Rs.29,000/-
iii) Rs. 28,000/-
iv) Rs. 29,280

The working capital of ABC Ltd has deteriorated over a period of two years. This suggests that:

i) Cost of sales has increased
ii) Sales have decreased
iii) Debtor collection period has increased
iv) Profitability of the company has increased

i) Which of the following ratios is not a profitability ratio?
   i) Return on equity
   ii) Interest Coverage ratio
   iii) Dividend payout ratio
   iv) Earning per share

j) Return on capital employed may be improved by:
   i) Increasing turnover
   ii) Reducing expenses
   iii) Utilization of capital in profitable ventures
   iv) All of the above

State whether the following statements are TRUE or FALSE:

k) Having a high current ratio and quick ratio always implies that the company is managing its liquidity position in an efficient and effective manner.

l) High fixed turnover ratio is an indicator of increased profitability for an entity in comparison to entities having a low fixed turnover ratio.

m) The ‘Provision for depreciation Account’ is mandatory for companies to maintain.

n) The amount of depreciation to be charged in the Profit and Loss account is at the discretion of the management and it can vary from one year to another.

o) Equity shareholders get preference over preference shareholders for the receipt of dividend.

p) A bonus share issue is a type of dividend.

q) The ratio of number of shares held by each shareholder remains constant after the issue of bonus shares.

r) Only fully paid preference shares may be redeemed.

s) Trading account is a real account.

t) Revenue expenditures reap benefits over the accounting period of its occurrence only.

PART-B

Q.2 Write short answer:

a) ABC Ltd has earned net profit of Rs. 1,00,000/- during the year and declared dividend of Rs. 50,000/- to its shareholders.
   The paid up capital of the company is Rs. 5,00,000/- divided into 50,000 shares of Rs. 10 each.
   Using the information given above, calculate earning per share (EPS), annual dividend per share and dividend payout ratio.

b) Differentiate between Over Subscription and Under Subscription.

c) Classify the following expenditure as revenue or capital expenditure:
   i) Purchase of small part to increase the production capacity of machine by 5000 units
   ii) Raw materials purchased for production of extra 5000 units
iii) Wages for installing a machinery  
iv) Repairs of furniture purchased  
v) Carriage paid for goods purchased 

d) ABC Ltd has cost of goods sold of Rs.15,000, inventory of Rs. 7,000, sales of Rs.32,000, net receivable of Rs. 5,000 and accounts payable of Rs. 3,000. Calculate cash conversion cycle of the entity. 

Q.3 a) The income and expenditure Account and Receipts and Payment Account of Induja Sports Club for the year ending 31st December,2016 are given below: 

Income and Expenditure Account 

<table>
<thead>
<tr>
<th>Expenditure</th>
<th>Amount (Rs.)</th>
<th>Income</th>
<th>Amount (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary</td>
<td>6,000/-</td>
<td>Entrance fees</td>
<td>39,370/-</td>
</tr>
<tr>
<td>Advertisement</td>
<td>5,500/-</td>
<td>Subscription</td>
<td>58,500/-</td>
</tr>
<tr>
<td>Printing and Stationery</td>
<td>8,250/-</td>
<td>Rent</td>
<td>15,000/-</td>
</tr>
<tr>
<td>Fire Insurance Premium</td>
<td>4,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation on Sports Equipment</td>
<td>34,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Excess of Income over expenditure</td>
<td>55,120/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>112,870/-</td>
<td>112,870/-</td>
<td></td>
</tr>
</tbody>
</table>

Receipts and Payment Account 

<table>
<thead>
<tr>
<th>Receipts</th>
<th>Amount (Rs.)</th>
<th>Payment</th>
<th>Amount (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening cash and bank balance</td>
<td>15,250/-</td>
<td>Salary</td>
<td>4,000/-</td>
</tr>
<tr>
<td>Entrance fees:</td>
<td></td>
<td>Printing and Stationery (Includes Rs.1,500 for 2009)</td>
<td>9,750/-</td>
</tr>
<tr>
<td>2009</td>
<td>3,500</td>
<td>Advertisement</td>
<td>5,500/-</td>
</tr>
<tr>
<td>2010</td>
<td>37,500</td>
<td>Fire Insurance Premium</td>
<td>4,500/-</td>
</tr>
<tr>
<td>Subscriptions:</td>
<td></td>
<td>Investment Purchased</td>
<td>75,000/-</td>
</tr>
<tr>
<td>2009</td>
<td>2,500</td>
<td>Closing cash and bank balances</td>
<td>29,000/-</td>
</tr>
<tr>
<td>2010</td>
<td>56,250</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>1,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rent</td>
<td>11,750/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>127,750/-</td>
<td></td>
<td>127,750/-</td>
</tr>
</tbody>
</table>

The following were the assets of the club as on 1st January, 2016: 

| Amount (Rs.) |
You are required to prepare a Balance sheet both as on 1st January, 2016 and on 31st December, 2016.

b) ABC Ltd purchased a machinery on 1st April, 2000 for Rs. 160,000/. On 1st October, 2000 company purchases another machinery for Rs. 80,000/. On 30th September, 2001 the second machine was sold for Rs. 80,000/-. The company provides depreciation @10% p.a. using diminishing balance method.

The company closes its books of accounts on 31st March each year.

You are required to prepare machinery account for three years.

Q.4

a) Manoj Ltd issued 30,000 equity shares of Rs. 10 each at a discount of Rs. 1 per share (to be adjusted on allotment) payable as follows:

Rs. 3 per share on application
Rs. 2 per share on allotment
Rs. 4 per share on 1st call.

The subscription list was closed on 1st January, 2012 by which date applications for 40,000 shares were received. Allotment was made as follows:

List I: Applicants of 5,000 shares were allotted in full
List II: Applicants of 15,000 shares were allotted 10,000 shares on pro-rata basis
List III: Applicants of 20,000 shares were allotted 15,000 shares on pro-rata basis.

All the shareholders paid the amount due on allotment and call except Mr. X (who was allotted 1,000 shares under List II) and Mr. Y (who was allotted 1,500 shares under List III). They did not pay any money due on allotment and 1st call. Their shares were forfeited and reissued at Rs. 6 per share fully paid.

Pass the necessary journal entries to record the above transaction.

b) From the following particulars of Mrs. Raman & Co., you are required to prepare Trading, Profit and Loss Account and Balance Sheet for the year ended 31st Dec, 2003:

<table>
<thead>
<tr>
<th>Rs.</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>65,000</td>
</tr>
<tr>
<td>Sales Return</td>
<td>500</td>
</tr>
<tr>
<td>Stock at the beginning</td>
<td>8,000</td>
</tr>
<tr>
<td>Purchases</td>
<td>29,000</td>
</tr>
<tr>
<td>Purchases Return</td>
<td>300</td>
</tr>
<tr>
<td>Direct Wages</td>
<td>5,000</td>
</tr>
<tr>
<td>Direct Expenses</td>
<td>5,000</td>
</tr>
<tr>
<td>Carriage Inwards</td>
<td>4,000</td>
</tr>
<tr>
<td>Capital at the beginning</td>
<td>30,000</td>
</tr>
<tr>
<td>Drawings</td>
<td>5,000</td>
</tr>
<tr>
<td>Sundry Debtors</td>
<td>10,000</td>
</tr>
<tr>
<td>Sundry Creditors</td>
<td>12,000</td>
</tr>
<tr>
<td>Discount Allowed</td>
<td>100</td>
</tr>
<tr>
<td>Discount Received</td>
<td>500</td>
</tr>
<tr>
<td>Salaries</td>
<td>3,000</td>
</tr>
<tr>
<td>Interest paid</td>
<td>400</td>
</tr>
<tr>
<td>Furniture</td>
<td>3,000</td>
</tr>
<tr>
<td>Buildings</td>
<td>20,000</td>
</tr>
<tr>
<td>Plant and Machinery</td>
<td>20,000</td>
</tr>
<tr>
<td>Cash in Hand</td>
<td>1,000</td>
</tr>
<tr>
<td>Bills Payable</td>
<td>6,200</td>
</tr>
<tr>
<td>Reserve for Bad and Doubtful Debts</td>
<td>500</td>
</tr>
<tr>
<td>Bad Debts</td>
<td>300</td>
</tr>
<tr>
<td>Closing stock at the end</td>
<td>8,000</td>
</tr>
</tbody>
</table>

Additional information:

i) Outstanding Salaries Rs. 500/-. 
ii) Interest on Capital at 10% P.A.
iii) Depreciation on Plant and Machinery at 10% P.A. and Buildings at 5% P.A.
iv) Prepaid of Interest Rs. 100/-.
v) Provision for Bad and Doubtful Debts at 10% on Debtors.

Q.5  

a) From the following particulars extracted from the books of Ashok & Co. Ltd., compute the following ratios and comment:

i) Current ratio,  
ii) Acid Test Ratio  
iii) Stock-Turnover Ratio  
iv) Debtors Collection Period  
v) Creditors' Payment Period.

<table>
<thead>
<tr>
<th></th>
<th>01-01-2002</th>
<th>31-12-2002</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bills Receivable</td>
<td>30,000/-</td>
<td>60,000/-</td>
</tr>
<tr>
<td>Bills Payable</td>
<td>60,000/-</td>
<td>30,000/-</td>
</tr>
<tr>
<td>Sundry Debtors</td>
<td>1,20,000/-</td>
<td>1,50,000/-</td>
</tr>
<tr>
<td>Sundry Creditors</td>
<td>75,000/-</td>
<td>1,05,000/-</td>
</tr>
<tr>
<td>Stock-in-trade</td>
<td>96,000/-</td>
<td>1,44,000/-</td>
</tr>
</tbody>
</table>

Additional information:

i) On 31-12-2002, there were assets: Building Rs. 2,00,000/-, Cash Rs. 1,20,000/- and Cash at Bank Rs. 96,000/-.

ii) Cash purchases Rs. 1,38,000/- and Purchases Returns were Rs. 18,000/-.

iii) Cash sales Rs. 1,50,000/- and Sales returns were Rs. 6,000/-.

iv) Rate of gross profit 25% on sales and actual gross profit was Rs. 1,50,000/-.

b) The following balances were extracted from the books of Hasmukh Ltd:

1. 14% Redeemable Cumulative Preference 1000 shares of Rs. 100 each fully called up
   Less: Calls unpaid at Rs. 25 per share
   Amount paid up
   
2. Share Premium Account
   14,000

3. General Reserve
   34,000

4. Cash at Bank
   55,000

5. Proposed Dividend on cumulative preference shares
   7,840

The directors decided to redeem preference shares at a premium of 10%. For this purpose, made a fresh issue of equity shares for such amount, as necessary.

Furthermore, before making fresh issue utilize the available sources to the maximum extent and also satisfy the amount of preference dividend.

You are required to record the above transactions in the books of accounts of Company.

Q.6  

a) From the following Trial Balance prepare Trading and Profit and Loss Account for the year ended 31st December, 2009 and Balance Sheet as on the date:

<table>
<thead>
<tr>
<th></th>
<th>Dr. (Rs.)</th>
<th>Cr. (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drawings</td>
<td>10,000</td>
<td></td>
</tr>
<tr>
<td>Stock as on 1-1-2009</td>
<td>46,000</td>
<td></td>
</tr>
<tr>
<td>Purchase and Purchase returns</td>
<td>150,000</td>
<td>600</td>
</tr>
<tr>
<td>Cash in hand</td>
<td>30,000</td>
<td></td>
</tr>
<tr>
<td>Bank balance</td>
<td>2,26,600</td>
<td></td>
</tr>
<tr>
<td>Freehold Premises</td>
<td>3,60,000</td>
<td></td>
</tr>
<tr>
<td>Trade expenses</td>
<td>8,400</td>
<td></td>
</tr>
<tr>
<td>Printing, Stationary and advertising</td>
<td>1,640</td>
<td></td>
</tr>
<tr>
<td>Professional charges</td>
<td>2,800</td>
<td></td>
</tr>
<tr>
<td>Commission received</td>
<td>3,300</td>
<td></td>
</tr>
<tr>
<td>Investment as on 1st Jan. @10%</td>
<td>40,000</td>
<td></td>
</tr>
<tr>
<td>Interest on Deposits</td>
<td>2,000</td>
<td></td>
</tr>
<tr>
<td>Sundry debtors and creditors</td>
<td>36,000</td>
<td>29,000</td>
</tr>
<tr>
<td>Wages</td>
<td>25,000</td>
<td></td>
</tr>
</tbody>
</table>

10
Adjustments:

i) Provide for wages Rs.5000.
ii) Write off 5% depreciation on freehold premises and 10% on office furniture.
iii) Insurance to the extent of Rs.200 belongs to 2010.
iv) Closing stock as on 31.3.2010 is Rs.52000.
v) Charge interest on capital @ 5%.

b) Following are incomplete Trading & Profit and Loss A/c. and Balance Sheet:

<table>
<thead>
<tr>
<th>Particular</th>
<th>Rs.</th>
<th>Particular</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Op. stock</td>
<td>3,50,000</td>
<td>By Sales</td>
<td>(?)</td>
</tr>
<tr>
<td>To Purchase</td>
<td>(?)</td>
<td>By Closing Stock</td>
<td>(?)</td>
</tr>
<tr>
<td>To Purchase Return</td>
<td>87,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To Gross Profit</td>
<td>7,18,421</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>14,96,710</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Particular</th>
<th>Rs.</th>
<th>Particular</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Office Exp.</td>
<td>3,70,000</td>
<td>By Gross Profit</td>
<td>7,18,421</td>
</tr>
<tr>
<td>To Int. on Deb.</td>
<td>30,000</td>
<td>By Commission</td>
<td>(?)</td>
</tr>
<tr>
<td>To Tax. Provision</td>
<td>18,421</td>
<td></td>
<td>(?)</td>
</tr>
<tr>
<td>To Net Profit</td>
<td>3,50,000</td>
<td></td>
<td>(?)</td>
</tr>
<tr>
<td>Total</td>
<td>(?)</td>
<td></td>
<td>(?)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Particular</th>
<th>Rs.</th>
<th>Particular</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid Up Capital</td>
<td>5,00,000</td>
<td>Plant &amp; machinery</td>
<td>7,00,000</td>
</tr>
<tr>
<td>General Reserve</td>
<td>(?)</td>
<td>Stock</td>
<td>(?)</td>
</tr>
<tr>
<td>P &amp; L a/c</td>
<td>(?)</td>
<td>Debtors</td>
<td>(?)</td>
</tr>
<tr>
<td>10% Debenture</td>
<td>(?)</td>
<td>Bank</td>
<td>62,500</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>6,00,000</td>
<td>Other Fixed Assets</td>
<td>(?)</td>
</tr>
<tr>
<td>Total</td>
<td>(?)</td>
<td></td>
<td>(?)</td>
</tr>
</tbody>
</table>

Find out missing items with the help of other details as under:

i) Current Ratio was 2:1.
ii) Closing Stock is 25% of Sales.
iii) Proposed Dividend was 40% of paid up capital.
iv) Gross profit Ratio was 60%.
v) Amount transfer to General Reserve is same as proposed Dividend.
vi) Balance of P & L Account is calculated 10% of proposed dividend.
vii) Commission income is 1/7 of Net profit.
viii) Balance of General reserve is twice the current year transfer amount.
End Semester Examination, May 2017  
B.Com. (Hons.) and (Industry Integrated)— Third Semester  
FUNDAMENTALS OF COMPUTERS INFORMATION TECHNOLOGY  
(BCH-301)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions:  
   a) What is the smallest unit of data in computer?  
   b) IP stands for _________.  
   c) SRAM and DRAM stands for _________ and ________ respectively.  
   d) What is data?  
   e) Name any four input devices.  
   f) Name any two types of firewalls.  
   g) What signals a computer get from satellite?  
   h) What is intranet?  
   i) RAM is primary memory. (True / False)  
   j) Write 2’s complement of 11010.  

Q.2 Explain the following:  
   a) Characteristics of computers.  
   b) Categories of computers.  

Q.3 Convert the following:  
   a) \((2C)_{16} = (\ ? ) _2\)  
   b) Add \((1100011)_2\) and \((0011011)_2\)  
   c) \((47)_{10} = (\ ? ) _2\)  
   d) Subtract \((11110 – 01101)_{10}\)  

Q.4 a) What do you mean by computer memory? Explain in detail.  
   b) Explain printers and its types in detail.  

Q.5 Explain the library management system in detail.  

Q.6 What do you understand by an authorized access of computer network? Explain virus and firewalls in detail.  

Q.7 Explain the following:  
   a) Desktop publishing.  
   b) Data analysis.
End Semester Examination, May 2017  
B.Com. (Hons.) / B.Com. (Hons.) Industry Integrated—Third Semester  
CORPORATE ACCOUNTING (BCH-302)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 True and False/Fill in the blanks:
   a) Goodwill = Super Profits × _______.
   b) Corporate dividend tax is a part of Profit and Loss Appropriation Statement. (True/False)
   c) _______ assets comes into force when accounting income is less than taxable income.
   d) Loss on sale of ‘Sinking Fund Investment’ will be debited to:
      i) Statement of Profit and loss  
      ii) Sinking Fund  
      iii) Sinking Fund Investment Account  
      iv) General Reserve
   e) Sinking fund account always shows a _______ balance. (debit/credit)
   f) How can we utilize the amount transferred to CRR?
   g) What is the maximum limit of Equity Shares that can be bought back by a company?
   h) What is the maximum amount of discount that can be given at the time of reissue of forfeited shares?
   i) What are the sources from where the finance for redemption of preference shares can be arranged?
   j) Enlist any four uses of securities premium amount.

   2×10

PART-A

Q.2 ABC Ltd. issued a prospectus inviting applications for 2,00,000 Shares of `10 each at a premium of `6 per share, payable as follows:

   On Application  
   On Allotment  
   On 1st Call  
   On 2nd and Final Call

Applications were received for 2,60,000 shares and pro-rata allotment was made to the applicants for 2,50,000 shares. Excess money paid on applications for these shares was utilized towards allotment. A, who applied for 1,000 shares, failed to pay the allotment money and his shares were forfeited after allotment. B, who applied for 1500 shares, failed to pay the two calls and his shares were also forfeited. Of the shares forfeited, 1800 shares were re-issued as fully up for `15 per shares, whole of B’s shares being included. Prepare Cash Book, Journal, and Balance sheet.

Q.3 a) Explain conditions/provisions of Companies Act 2013 related to buyback of shares in detail.

   10

b) Give Journal Entries for the issue of debentures in the following conditions:

   i) A Company issued `40,000, 12% debentures at par, redeemable at also at par.
ii) A Company issued `40,000, 12% debentures at a discount of 10%, redeemable at par.

iii) A Company issued `40,000, 12% debentures at a premium of 5%, redeemable at par.

iv) A Company issued `40,000, 12% debentures at par, redeemable at 10% premium.

v) A Company issued `40,000, 12% debentures at a discount of 5%, redeemable at 5% Premium.

Q.4 The Balance Sheet of a company as at 31st March, 2014 is as follows:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (')</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) EQUITY AND LIABILITIES:</td>
<td></td>
</tr>
<tr>
<td>Shareholder’s Fund (‘10)</td>
<td>4,00,000</td>
</tr>
<tr>
<td>Equity Share capital (‘20)</td>
<td>1,20,000</td>
</tr>
<tr>
<td>Securities Premium</td>
<td>2,000</td>
</tr>
<tr>
<td>Profit and Loss Balance</td>
<td>68,000</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>1,10,000</td>
</tr>
<tr>
<td>Trade Creditors</td>
<td>7,00,000</td>
</tr>
<tr>
<td>TOTAL</td>
<td>=========</td>
</tr>
<tr>
<td>b) ASSETS</td>
<td></td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>2,50,000</td>
</tr>
<tr>
<td>Plant</td>
<td>90,000</td>
</tr>
<tr>
<td>Furniture</td>
<td>35,000</td>
</tr>
<tr>
<td>Investment</td>
<td>1,50,000</td>
</tr>
<tr>
<td>Current Assists</td>
<td>1,40,000</td>
</tr>
<tr>
<td>Inventory</td>
<td>35,000</td>
</tr>
<tr>
<td>Creditors</td>
<td>7,00,000</td>
</tr>
<tr>
<td>Bank</td>
<td>=========</td>
</tr>
</tbody>
</table>

Following additional information is available to you:

a) Preference shares are redeemed immediately at a premium of 10%.

b) To provide cash for redemption, investments are sold for `30,000.

c) Minimum balance of `21,000 is required as surplus after redemption of preference shares.

d) Minimum numbers of equity shares of `10 each are issued at 10% premium for the purpose of redemption.

Pass necessary journal entries and prepare balance sheet after redemption of preference shares.

Q.5 Why do we need valuation of goodwill? What are various methods of valuation of goodwill? Explain using appropriate examples.
Q.6 From the following information relating to a company, calculate the value of its equity shares.

- Issued Equity Share Capital: 50,000 Shares of `10 each
- Paid up Equity Capital: `8 per Share
- 9% Preference Share Capital: 20,000 Share of `10 each fully paid.
- Annual Transfers to General Reserve: 20 %
- Rate of Tax: 50 %
- Expected profit before tax: `2,18,000
- Normal rate of dividend: 15%

Q.7

a) Prepare Profit and Loss Appropriation statement with imaginary figures.

b) Prepare Liquidators statement using imaginary figures.
Q.1 a) **State whether the following statements are TRUE or FALSE:**
   i) Fisher’s index numbers satisfies both time reversal and factor reversal test.
   ii) Geometric mean is the best average.
   iii) Median is positional average.
   iv) Regression coefficients don’t explain cause-effect relationship.

b) **Fill in the blanks:**
   i) The harmonic mean of 2, 5 and 9 is __________.
   ii) If frequency distribution is given, then _________ is to be used.
   iii) Maximum value of correlation coefficient is __________.

c) **Answer the following:**
   i) What do you mean by mutually exclusive event?
   ii) What do you mean by index numbers?
   iii) What is ‘tabulation’?

---

Q.2 a) What do you mean by correlation? Write the different types of correlations in brief.

b) Calculate quartile deviation for the following data:

<table>
<thead>
<tr>
<th>Marks: 0-100</th>
<th>100-200</th>
<th>200-300</th>
<th>300-400</th>
<th>400-500</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of students: 40</td>
<td>89</td>
<td>148</td>
<td>64</td>
<td>39</td>
</tr>
</tbody>
</table>

   Marks: 0-100, 100-200, 200-300, 300-400, 400-500
   No. of students: 40, 89, 148, 64, 39

   Find the missing frequency for the data:

<table>
<thead>
<tr>
<th>(X)</th>
<th>F</th>
<th>X</th>
<th>(f)</th>
</tr>
</thead>
<tbody>
<tr>
<td>100-110</td>
<td>4</td>
<td>150-160</td>
<td>?</td>
</tr>
<tr>
<td>110-120</td>
<td>7</td>
<td>160-170</td>
<td>16</td>
</tr>
<tr>
<td>120-130</td>
<td>15</td>
<td>170-180</td>
<td>10</td>
</tr>
<tr>
<td>130-140</td>
<td>?</td>
<td>180-190</td>
<td>6</td>
</tr>
<tr>
<td>140-150</td>
<td>40</td>
<td>190-200</td>
<td>3</td>
</tr>
</tbody>
</table>

   However, the total number of frequencies was 150 and median has been found to be 146.25.

---

Q.3 a) Calculate mode from the following data with the help of grouping method:

<table>
<thead>
<tr>
<th>Marks</th>
<th>No. of students</th>
<th>Marks</th>
<th>No. of students</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-10</td>
<td>4</td>
<td>50-60</td>
<td>19</td>
</tr>
<tr>
<td>10-20</td>
<td>2</td>
<td>60-70</td>
<td>10</td>
</tr>
<tr>
<td>20-30</td>
<td>18</td>
<td>70-80</td>
<td>3</td>
</tr>
<tr>
<td>30-40</td>
<td>22</td>
<td>80-90</td>
<td>1</td>
</tr>
<tr>
<td>40-50</td>
<td>21</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
b) An insurance company insured 2000 scooter drivers, 4000 car drivers and 6000 truck drivers. The probability of their accidents is 0.1, 0.3 and 0.2 respectively. One of the insured person meets with an accident. What is the probability that he is a scooter-driver?

5

c) Draw a histogram for this given data:

<table>
<thead>
<tr>
<th>X:</th>
<th>0-5</th>
<th>5-10</th>
<th>10-15</th>
<th>15-20</th>
<th>20-25</th>
<th>25-30</th>
<th>30-35</th>
</tr>
</thead>
<tbody>
<tr>
<td>f:</td>
<td>8</td>
<td>12</td>
<td>15</td>
<td>18</td>
<td>11</td>
<td>10</td>
<td>8</td>
</tr>
</tbody>
</table>

Q.4 a) What do you understand by classification of data? Explain the types of classification in brief. 5

b) Draw less than and more than Ogive curves for the given data:

<table>
<thead>
<tr>
<th>X</th>
<th>0-100</th>
<th>100-200</th>
<th>200-300</th>
<th>300-400</th>
<th>400-500</th>
<th>500-600</th>
</tr>
</thead>
<tbody>
<tr>
<td>f</td>
<td>12</td>
<td>28</td>
<td>35</td>
<td>65</td>
<td>30</td>
<td>20</td>
</tr>
<tr>
<td>X</td>
<td>600-700</td>
<td>700-800</td>
<td>800-900</td>
<td>900-1000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>f</td>
<td>20</td>
<td>17</td>
<td>13</td>
<td>10</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Q.5 a) Discuss the applications of time series in making business decisions. 5

b) Calculate Laspeyr’s, Paasche’s and Fisher’s index numbers for the following data:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Base year Price</th>
<th>Base year Quantity</th>
<th>Current year Price</th>
<th>Current year Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>25</td>
<td>40</td>
<td>10</td>
<td>3</td>
</tr>
<tr>
<td>B</td>
<td>22</td>
<td>18</td>
<td>15</td>
<td>5</td>
</tr>
<tr>
<td>C</td>
<td>54</td>
<td>16</td>
<td>13</td>
<td>2</td>
</tr>
<tr>
<td>D</td>
<td>20</td>
<td>40</td>
<td>11</td>
<td>6</td>
</tr>
<tr>
<td>E</td>
<td>18</td>
<td>30</td>
<td>16</td>
<td>1</td>
</tr>
</tbody>
</table>

Q.6 a) From the data given below find:

i) The two regression coefficients.
ii) The two regression equations.
iii) The coefficient of correlation between the marks in economics and statistics.
iv) The estimated marks in statistics when marks in economics are 30.

b) State the problems in construction of index numbers in brief. 5

Q.7 a) Fit a straight line trend by using the method of Least squares for the following data:

<table>
<thead>
<tr>
<th>Year:</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
</table>

193/3
b) Calculate Rank correlation for the following ranks:

<table>
<thead>
<tr>
<th>Rank 1</th>
<th>1</th>
<th>6</th>
<th>5</th>
<th>10</th>
<th>3</th>
<th>2</th>
<th>4</th>
<th>9</th>
<th>7</th>
<th>8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rank 2</td>
<td>3</td>
<td>5</td>
<td>8</td>
<td>4</td>
<td>7</td>
<td>10</td>
<td>2</td>
<td>1</td>
<td>6</td>
<td>9</td>
</tr>
<tr>
<td>Rank 3</td>
<td>6</td>
<td>4</td>
<td>9</td>
<td>8</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td>10</td>
<td>5</td>
<td>7</td>
</tr>
</tbody>
</table>
End Semester Examination, May 2017
B.Com. (Hons.) / B.Com. (Hons.) - Industry Integrated – Third Semester
MARKETING MANAGEMENT (BCH-304)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Do as directed:
   a) List out the bases of product positioning.
   b) Name the various elements of marketing mix.
   c) Draw a neatly labeled diagram of product life cycle.
   d) Give full form of AIDA.
   e) Define ‘green marketing’.
   f) Name the various P’s of service marketing mix.
   g) What is product mix?
   h) Name two elements of demographic environment.
   i) Name the five levels of product.
   j) Middleman design the product for the consumers and produce them accordingly.  

   (True / False)  

PART-A

Q.2 a) What is marketing? Explain the concepts of marketing in brief.  
   b) Explain the major psychological factors influencing the consumer behavior and also discuss the process of consumer buying decision in detail.  

Q.3 a) Explain the major demographic bases for segmenting of consumer goods market. Give suitable examples.  
   b) What is a new product? Explain the process of a new product development in detail.  

Q.4 a) Explain in brief the different pricing strategies available to a marketer.  
   b) Explain the unique characteristic of advertising, personal selling and sales promotion.  

PART-B

Q.5 What is channel of distribution? Discuss the various factors affecting the choice of distribution channels in detail.  

Q.6 What is rural marketing and how is it different from urban marketing? Discuss the 4A’s of rural marketing.  

Q.7 Write short notes on:
   a) Social marketing.  
   b) Service marketing.  

10×2
End Semester Examination, May 2017
B. Com. (Hons.) and B. Com. (Hons.) - Industry Integrated—Third Semester
CAPITAL MARKET (BCH-305)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer in brief:
   a) What is final settlement?
   b) Define ‘trading cycle’.
   c) Name two methods of issuing new securities.
   d) State one benefit of secondary market towards society.
   e) What is stop loss order?
   f) What is the full form of SURCON?
   g) What are stags?
   h) What is circular trading?
   i) What are circuit breakers?
   j) What is insider trading?

PART-A

Q.2 Explain the chart of organization of the financial system in India. 10

Q.3 NEAT system has various types of market. Explain. 10

Q.4 Describe the criteria of scrip selection. 10

PART-B

Q.5 Explain different methods of computation of margins. 10

Q.6 Describe the process of investors grievances at BSE. 10

Q.7 Explain the powers and functions of SEBI. 10
End Semester Examination, May 2017
B. Com. (Hons.) Industry Integrated—Third Semester
FINANCIAL ACCOUNTING-III (BCH-307K)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 5

Note: Attempt FIVE questions in all; Part-A is compulsory. Attempt any FOUR questions from Part-B. Each question carries equal marks.

PART-A

Q.1 Multipule choice questions:

a) Revenue should be recognized for the amount excluding the amount of retention money:
   i) True  
   b) False

b) In case of consignment sales when does delivery meant to be completed:
   i) When recipient undertakes to sell the goods on behalf of consignee.
   ii) When goods are sold on behalf of consignor.
   iii) When delivery is made whereby recipient undertakes to sell the goods on behalf of the consignor.
   iv) When recipient undertakes to purchase the goods from consignor.

c) What are the features of cash discount?
   i) Deduction allowed by the seller of goods or by the provider of services.
   ii) Motivate the customer to pay within a specified time.
   iii) It is an incentive that a seller offers to a buyer in return for paying a bill owed before the scheduled due date.
   iv) All of the above.

d) A company provides an extended warranty to a client on the sale of a machine from 3 to 5 years of time. How should the same be treated in the books of accounts:
   i) It should be deducted from the sales amount.
   ii) It should be provided for immediately.
   iii) It should be provided for as cost of sales on an estimate basis for the period it relates.
   iv) It should be provided for as cost of sales on an estimate basis on the date received.

e) How do you account for revenue in the case of membership fees?
   i) Over the period of instruction.
   ii) Systematic and rational basis having regard to the timing and nature of all services provided.
   iii) When event takes place.
   iv) When the service is completed.

f) Which statements does not hold true for contract accounting?
   i) Work done for a third party agreeing to pay a fixed sum of money at the completion of the project.
   ii) Separate books of accounts are maintained to account for the information relating to each contract.
   iii) All expenses relating to a particular contract – e.g. materials used, plant used, wages paid – are credited to the contract account.

g) Which of the following statements best describe the accounting treatment relating to a plant bought specifically for the contract?
   i) Contract Account is debited by the amount of Periodic depreciation on the Plant.
   ii) Amount spent on the purchase of Plant is debited to the Contract Account.
iii) After the contract is completed, the contract account is debited with the amount of residual value of the plant.

iv) After the contract is completed, the contract account to be credited with the amount of residual value of the plant.

h) Materials and other stores at the Contract Site are treated as “Work in Progress” and credited to Work in Progress Account:
   i) True
   ii) False

i) Which of the following is not a type of Construction Contract?
   i) Profitable Contracts.
   ii) Fixed price contract.
   iii) Cost plus Contracts.
   iv) Fixed Price and cost plus.

j) Where the client requires some additional work or alteration to be done, such extra cost forms part of the total contract costs only if:
   i) Extra work is not substantial.
   ii) Extra work done is substantial.
   iii) Such clause forms part of the original contract, irrespective of whether the extrawork done is substantial or not.

k) In a finance lease, the lessor should recognize the leased asset in his books of account:
   i) True
   ii) False

l) Amount to be recorded as the cost of an asset in case of finance leasing arrangement is:
   i) Carrying amount in the books of the lessor.
   ii) Present value of Minimum lease payments.
   iii) Lower of present value of Minimum lease payments and fair value.
   iv) Higher of present value of Minimum lease payments and fair value.

m) In case of finance lease, the lessee will record the following expenses in his books:
   i) Depreciation and rent expense.
   ii) Interest and rent expense.
   iii) Depreciation and interest expense.
   iv) Rent expense

n) Historical cost excludes.
   i) Borrowing cost.
   ii) Purchase cost.
   iii) Trade discount.
   iv) CENVAT credit not availed.

o) Expenditure incurred on existing car:
   i) Charge to profit and loss account.
   ii) Capitalize to the cost of car.
   iii) Both i) and ii)
   iv) None of the above.

p) ABC Limited purchased an asset for Rs. 5,00,000/-. Estimated scrap value of the asset is 5% of its purchase price. ABC limited provides depreciation at 10% p.a. on SLM basis. Calculate the amount of depreciation on the asset.
   i) 50,000/-
   ii) 45,000/-
   iii) 47,500/-
   iv) 42,000/-

q) Recoverable amount of an asset is:
   i) Net selling price.
   ii) Value in use.
   iii) Higher of net selling price or Value in use.
   iv) None of the above.

r) Which of the following cash flows should not be included when calculating the estimates of future cash flows?
   i) Cash flows from the sale of assets produced by the asset.
   ii) Cash flows from disposal.
   iii) Income tax payments.
   iv) Cash outflows on the maintenance of asset.
s) Which of the following is not considered as borrowing cost?
   i) Exchange differences arising from foreign currency borrowings to the extent that they are regarded as an adjustment to interest costs.
   ii) Freight cost incurred on buying a asset.
   iii) Amortization of discounts or premiums relating to borrowings.
   iv) Interest and commitment charges on bank borrowings and other short-term and long-term borrowings;

t) Which of the following statement is the most appropriate description of a Cash Generating Unit?
   i) The smallest business segment.
   ii) Any grouping of assets that generates cash flows.
   iii) Any group of assets that is reported separately to management.
   iv) The smallest group of assets that generates independent cash inflows from continuing use.

\[ 1x20 \]

**PART-B**

Q.2 Write short answers:

a) Distinguish revenue and income.

b) Describe the features of finance lease.

c) When do you reverse the impairment loss? Explain the accounting treatment on reversal of impairment?

d) ABC Limited is constructing a fixed asset. The costs incurred for the same on 1st November 2015 are as follows:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of materials purchased</td>
<td>5,00,000</td>
</tr>
<tr>
<td>Wages paid</td>
<td>7,000</td>
</tr>
<tr>
<td>Excise duty paid (50% refundable)</td>
<td>7,000</td>
</tr>
<tr>
<td>Architect’s Fee</td>
<td>38,000</td>
</tr>
<tr>
<td>Administrative expenses (half of the expenditure incurred specifically on asset constructed)</td>
<td>20,000</td>
</tr>
</tbody>
</table>

Construction of fixed asset is expected to be completed by the end of March 2016. Calculate the cost of asset and pass necessary journal entries.  \[ 5×4 \]

Q.3 a) What are the revenue recognition principles in case of interest income, royalties and dividend? Explain with suitable examples.  \[ 10 \]

b) Prepare a contract account showing profit or loss to be recognised with following information:

- Contract price: Rs. 40,00,000/-
- Cost incurred to date: Rs. 22,00,000/-
- Further estimated cost to complete the contract: Rs. 20,00,000/-
- Work certified: Rs. 20,00,000/-

Q.4 a) Calculate the present value of lease payments and finance charges from the following data assuming finance lease.

Lease term: 6 years
Useful life: 7 years
Fair value at the inception: Rs. 18 lakhs
Lease rent: Rs. 300000/-p.a
Guaranteed residual value by the lessee: Rs. 50000/-
Discount rate – 10%

b) Vinyl purchased a machine on 1st April 2010 for Rs.15,00,000/- Estimated useful life 10 years. On 1st April 2013, Vinyl revalued the machinery at Rs. 9,00,000/-. Pass necessary journal entries for three years starting from 1st April 2010 incorporating revaluation entries.

Q.5 a) What are the indicators of impairment?

b) ABC Ltd borrowed following loans for construction of various assets:

<table>
<thead>
<tr>
<th>Date of Borrowings</th>
<th>Type</th>
<th>Rate of Interest</th>
<th>Loan amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>01 April 2015</td>
<td>Bank Loan</td>
<td>12%</td>
<td>25,00,000/-</td>
</tr>
<tr>
<td>01 May 2015</td>
<td>Debenture</td>
<td>14%</td>
<td>21,00,000/-</td>
</tr>
<tr>
<td>01 Aug 2015</td>
<td>Co-operative Bank</td>
<td>13%</td>
<td>24,00,000/-</td>
</tr>
<tr>
<td>01 Oct 2015</td>
<td>Public Deposit</td>
<td>14%</td>
<td>13,00,000/-</td>
</tr>
</tbody>
</table>

The following are the details qualifying assets for which fund is used:

<table>
<thead>
<tr>
<th>Name of Asset</th>
<th>Cost Incurred</th>
<th>Months taken to complete the Asset</th>
</tr>
</thead>
<tbody>
<tr>
<td>Factory Shed</td>
<td>20,00,000</td>
<td>8</td>
</tr>
<tr>
<td>Building No. 1</td>
<td>15,00,000</td>
<td>6</td>
</tr>
<tr>
<td>Office Block</td>
<td>10,00,000</td>
<td>3</td>
</tr>
<tr>
<td>Plant</td>
<td>5,00,000</td>
<td>5</td>
</tr>
</tbody>
</table>

Calculate the borrowing cost that can be capitalized for each of the above asset.

Q.6 a) ABC Limited has a Plant with carrying amount of Rs. 25,00,000/- on 31 Mar 2012. There are indications that the Plant might be impaired thus the management tries to estimate the recoverable amount. The balance useful life is 4 years and the residual value at the end of 4 years is estimated to be Rs. 1,50,000/-. Estimated future cash flows from the Plant in the next 4 years are:

<table>
<thead>
<tr>
<th>For the year ended on</th>
<th>Estimated cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>31 Mar 2013</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>31 Mar 2014</td>
<td>6,00,000/-</td>
</tr>
<tr>
<td>31 Mar 2015</td>
<td>9,00,000/-</td>
</tr>
<tr>
<td>31 Mar 2016</td>
<td>4,00,000/-</td>
</tr>
</tbody>
</table>

Calculate the following:

i) Value in use for Plant, if the discount rate (already computed) is 10%

ii) Recoverable amount, if the net selling price of Plant is Rs. 17,00,000/-

iii) Impairment loss, if any.

b) An entity reports following estimates for a contract:

<table>
<thead>
<tr>
<th>Total estimate</th>
<th>Revenue</th>
<th>Cost</th>
<th>Profit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rs. 40,000/-</td>
<td>Rs. 32,000/-</td>
<td>Rs. 8,000/-</td>
<td></td>
</tr>
<tr>
<td>Actual so far</td>
<td>Rs. 18,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Costs include materials not installed</td>
<td>Rs. 2,000/-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

• As per survey method, 60% of the work is complete
• As per technical evaluation, 70% work is complete based on physical proportion.

Calculate the profits to be recognized as per cost completion method, Survey method and Physical proportion method.
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated)—Fourth Semester
COST ACCOUNTING (BCH-402)

Time: 3 hrs

Max Marks: 100

No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) The method of costing used in on sugar factory is __________.
   b) ________ cost per unit remains constant.
   c) Works cost is the total of _______ and _______.
   d) Formula to calculate wages under Halsey plan is _______.

Choose the correct answer:
   e) Contract costing is used in:
      i) Transport  ii) Cement manufacturing
      iii) Ship building  iv) Steel industry.
   f) VED Analysis is related to:
      i) Materials  ii) Labor  iii) Overheads  iv) None of these
   g) Goodwill written off is included in _______ amount.
      i) Cost  ii) Financial  iii) Both  iv) None of these
   h) Abnormal process losses are transferred to:
      i) Process a/c  ii) Abnormal loss a/c  iii) Costing P/L a/c  iv) All of these

State whether the following statements are TRUE or FALSE:
   i) Operating costing is used in industries providing services.
   j) Abnormal loss in not controllable.
   k) LIFO Method is suitable in times of rising prices.
   l) Cost sheet is the same as statement of cost and profit.

Explain the following:
   m) COGS (Cost of Goods Sold).
   n) Notional Profit.
   o) Integrated accounting system.
   p) FIFO [First in first out] method.

PART-A

Q.2 a) Differentiate between cost and financial accounting.
   b) Discuss the role of cost accountant in a manufacturing concern.
   c) Explain conversion sunk cost and opportunity cost.
   d) Give the performa of cost sheet.

Q.3 Define inventory control. What are its techniques? Explain with suitable examples.

Q.4 a) Explain the treatment of idle time and overtime.
   b) “Time keeping is the basic need in any factory.” Comment. And also, differentiate it with time booking.
PART-B

Q.5  a) Define classification, allocation, apportionment and absorption of overheads.  

b) How will you treat the following items in costing?
   i) Interest on capital.
   ii) R & D expenses.

Q.6  a) Define contract amount. How is it prepared? How will you calculate profit in case of incomplete contract?

b) The following particulars are given:
   Material issued `1,28,000/-; wages `1,12,000/-; factory overheads 60% of wages, 
   out of materials issued, `1,600/- are returned to stores and `800/- are transferred 
   to other jobs. 10% of the production has been scrapped as had and further 20% 
   has been brought upto the specification by increasing factory overheads to 80% of 
   the wages.
   If the scrapped production fetches `940/- only, find the production cost per unit of 
   the finished product, if the total production (including the quantity scrapped) are 
   200 units.

Q.7  a) Define main product, by-product and joint-products. Explain the methods of 
   apportionment of joint cost.

b) Explain reconciliation statement. How will you reconcile costing and financial profit?
End Semester Examination, May 2017
B.Com. (Hons) and B. Com (Hons) Industry Integrated—Fourth Semester
DIRECT TAXATION (BCH-403)

Max Marks: 100
No. of pages: 2

Time: 3 hrs

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) If the assessee is engaged in business of growing and manufacturing tea in India the agricultural income in that case shall be ________.
   b) Scholarship received by a student was Rs. 2,000/- per month. He spends Rs. 16,000/- for meeting the cost of education. The balance Rs. 8000/- is ________.
   c) The contribution to the Recognized Provident Fund by the employer in excess of ________ of salary is taxable.
   d) Family pension received by the legal heir of the deceased is taxable under the head of ________.
   e) If the marriage of the parents does not subsist, the income of minor child shall be included in the income of the parent who ________.
   f) A short term capital loss can be set off from any other head of income in the same assessment year. (True/False)
   g) Online filing of return is compulsory for individual assessee having taxable income of more than ________.
   h) If the assessee has to carry forward the loss the return should be filed ________.
   i) Education Cess in levied @ ________%.
   j) If there is revocable transfer of an asset by any person to another person, any income arising from such assets shall be included in the income of the transferer. (True / False)

1x10

Write short notes on the following:
   k) Differentiate between short term and long term capital gain.
   l) Income received or deemed to be received in India.
   m) Incomes taxable under the head income from other sources.
   n) Timing of filing of income tax return.
   o) Deduction under section 80 for physically handicapped persons.

2x5

PART-A

Q.2 a) Income Tax Act gives absolute exemption in respect of certain incomes. Enumerate at least 10 such incomes.

   15

b) Differentiate between Total Income and Gross Total Income.

   5

Q.3 a) Explain Annual Valve. What deductions are allowed from annual valve in computing taxable income from house property?

   10

b) What is capital gain? What are its kinds and what is the procedure of computation of long term capital gains?

   10
Q.4 Mr. Hari is an employee of a company in Delhi. He has submitted the following particulars of his income for the financial year 2016-17. Compute income from salaries for the assessment year 2017-18.

a) Basic Salary Rs. 240000/-
b) Dearness Allowance Rs. 5,000/- per month. (Rs. 2000/- per month enters into retirement benefits).
c) Education Allowance for two children @ Rs. 550/- per month per child.
d) Commission on sales 1% of turnover. Turnover Rs. 50,00,000.
e) Travelling allowance for his official tours Rs. 30,000/- Only Rs. 26000/- is spent on the official tour.
f) He was given cloths worth Rs. 10,000/- by his employer free of cost.
g) He resides in the bungalow of the company. He pays a rent of Rs. 2,000 per month to the company.
h) He has been provided with a motor car of 1.8ltr engine capacity for his official as well as personal use. The running and maintenance costs Rs. 15,000/- are borne by the company.
i) Employer’s contribution to RPF is Rs. 20,000/- and interest is credited @ 13% amounted to Rs. 65,000/-
j) Contribution to recognized PF Rs. 25,000/-
k) Tax deducted at source Rs. 6,000/-

Q.5 What do you understand by PAN? Who must apply for PAN? Discuss the procedure for allotment of PAN in detail.

Q.6 What do you mean by TDS? Explain the provisions of Income Tax Act in relation to TDS on salary, consultancy, royalty and interest income.

Q.7 a) What are the provisions for inclusion of income of a minor child and spouse of an assesses in his total income?
   b) Write a short note on: ‘electroning filing of income tax return.'
End Semester Examination, May 2017  
B.Com. (Hons) and (Industry Integrated)—Fourth Semester  
E-COMMERCE(BCH-404)

Time: 3 hrs  
Max Marks: **100**  
No. of pages: **2**

Note: **Attempt FIVE questions in all; Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

**Q.1**  
*State whether the following statements are true or false:*

a) E-Business is a subset of E-Commerce.  
b) Traditional commerce and electronic commerce are similar in nature.  
c) Four C’s of E-Commerce include convergence, collaborative computing and content management and call center.  
d) Online travel industry is contributing maximum to E-Commerce.  
e) Payment Gateway methods are different form mode of online payments.  

**Fill in the blanks:**  
f) Types of plastic money include credit cards, debit cards, _______ and _______.  
g) For using USSD mode of payment, the requirement for activation involves _______ and _______.  
h) The cards that are pre-loaded from a bank account, safe to use having a limited amount of transaction involved are known as __________._

**Write full forms of the following:**  
i) NUUP  
j) MMID  
k) MPIN  
l) SET  
m) ACID Test  

**Q.2**  
a) ‘E-Commerce is a transaction of buying and selling online’. Comment and illustrate its benefits and limitations in detail.  

10  
b) The classification of e-commerce is based on who orders the goods and services to be sold; and who sold those goods and services. Comment and illustrate with suitable example of categories of e-commerce.  

10

**Q.3**  
What is payment gateway system? Discuss the payment gateway methods and process in detail.  

20
Q.4  
   a) What is e-governance? Give its scope. Discuss in detail the strategies adopted for e-governance in India.
   b) Discuss in detail the four marketing C’s of e-commerce and the four C’s of e-governance.

Q.5  
   Discuss the SET mechanism of online payment. Also discuss in detail the modes of online payment.

Q.6  
   a) What are viruses? Give its types. Discuss the network firewall techniques in detail.
   b) Explain in detail the process of cryptographic digital signature.

Q.7  
   Write short notes on:
   a) Retail services.
   b) Cryptography.
   c) Symmetric and asymmetric cryptography.
   d) Threats and security issues of online payment mechanism.
Q.1 Multiple choice questions:

1. a) ABC Ltd reported income of Rs.180,000/- for the year 2011-12. Compute the provision for income tax from the data below:
   - Rent received in advance Rs.32,000/-
   - Income from exempted Govt. Bonds Rs. 40,000/-
   - Depreciation deducted for Income tax purpose in excess of depreciation reported for accounting Rs. 20,000/-. Income tax @35%.
   i) 53,200/-
   ii) 63,000/-
   iii) 67,200/-
   iv) 60,200/-

b) When the conditions underlying reasonable or virtual certainty as the case may be are not valid and the conditions cease to exist at the year end the DTA should be:
   - Written down to the extent of timing difference.
   - To remain as it is.
   - DTL to be created
   - Written down completely.

c) All resulting exchange differences for a non-integral foreign operation should be accumulated in:
   - Balance sheet.
   - Profit and loss account.
   - Foreign currency translation reserve
   - None of the above

d) For translation of accounts of non-integral foreign operations, Balance sheet items, should be translated at:
   - Rate as at the beginning of the entity's financial period.
   - Actual exchange rates as on date of the transactions.
   - Average rate subject to materiality.
   - Closing rates or the rate as on Balance sheet date

e) Contingent assets are required to be disclosed in which of the following reports of the company:
   - Auditor's report.
   - Board of director's report.
   - Notes to accounts.
   - Corporate governance report

f) If subsequent expenditure meets the asset recognition criteria for an intangible asset, it is:
   - Not accounted for in the books.
   - Expensed.
   - Treated as deferred revenue expenditure.
iv) Capitalised.
g) Which of the following statements are incorrect:
i) Intangible assets with infinite lives are amortised over 20 years.
ii) Amortisation is the total cost less its residual value.
iii) Amortisation is reflected as a reduction in the gross carrying value of the intangible asset.
iv) Tangible assets are depreciated and intangible assets are amortised.

h) Cost of inventories should exclude:
i) Fixed factory overheads.
ii) Freight inwards.
iii) Abnormal loss of materials.
iv) Cost of designing products as per the customer’s specifications.

i) Which of the following costs is not included in cost of inventories:
i) Direct labour cost.
ii) Factory overheads.
iii) Sales commission.
iv) Non-refundable duties and taxes.

j) Financial asset is a contractual right to:
i) Receive cash.
ii) Receive another financial asset.
iii) Exchange financial asset or liability.
iv) All of the above.

State whether the following statements are TRUE or FALSE:

k) Acceptance of advance payment received from a prospective buyer is an event that creates a constructive obligation on the supplier part and thus requires recognition of financial instrument.

l) Incorrect measurement of inventory does not affect the shareholders equity reported in the balance sheet.

m) ABC Ltd incurred Rs. 50 lakhs on searching for various alternatives for its product and expensed off the same considering it as research expenditure. The accounting treatment followed by the entity is correct.

n) Internally generated goodwill cannot be said to be a identifiable resource.

o) The presence of a substantial degree of measurement is higher in case of accruals than provisions.

p) During the year, ABC Ltd estimated that it needs to pay Rs. 10,000 at the end of each of the next three years to settle an obligation. For this, the company discounts the future cash expenses to its present value and provides the discounted amount in the financials.

q) A forward contract is an agreement between two parties whereby one party agrees to buy from or sell to the other party an asset at a future date for an agreed price.

r) For translation of accounts of non-integral foreign operation, items of income and expense are translated at the closing rate.

s) Tax expense is equal to the current tax for the year.

b) DTAs/DTLs once created can be carried forward for subsequent years without being reviewed at each Balance sheet.

PART-B

Q.2 a) ABC Ltd has taken a building on operating lease for 3 years. Under the terms of contract the company can neither cancel the lease contract nor can sublet the same. During the beginning of the second year, the company got an opportunity...
to work from a new location which is tax free zone. This will benefit the company by saving of taxes & other duties, hence company decided to shift to the new location. This results in cancellation of existing lease contracts before its expiry. Advise the company whether any provision should be recognized in this case?

b) XYZ Ltd. has provided depreciation as per accounting records Rs. 4, 00,000/- and as per Tax records Rs. 7, 00,000. Unamortized preliminary expenses, as per tax record is Rs.5, 600. There is adequate evidence of future profit sufficiency. How much deferred tax asset/ liability should be recognized as transition adjustment. Tax rate is 40%.

c) What do you understand by Onerous Contracts?

d) ABC Ltd took a 8% loan of Rs. 120,00,000/- on 1st January, 2011 which was due for repayment on 31st December 2012. It took 10% loan from the same bank for Rs. 120,00,000/- for the same amount. The loan amount is adjusted against the existing loan principal by whom the existing loan is settled. Please suggest the accounting treatment of this settling transaction.

Q.3 a) Classify each of the following assets as either tangible or intangible:
   i) The operating system of Personal Computer.
   ii) An off the shelf integrated publishing software package.
   iii) Specialized software embedded in computer controlled machine tools.
   iv) A “firewall” controlling access to restricted section of an internet websites.
   v) Patent and copyright.

b) ABC Limited prepares its accounts annually on 31st March. On 1st April, 2002, it purchases a machine at a cost of Rs.1, 50,000/-. The machine has a useful life of 3 years and an expected scrap value of zero. Although it is eligible for a 100% first year depreciation allowance for the tax purpose, the SLM method is considered appropriate for accounting purpose. ABC Ltd. has PBDT of Rs. 2, 00,000/- each year and corporate tax rate is 40% each year. You are required to prepare statement of Profit and Loss for three years showing impact of deferred tax and Computation of PAT.

Q.4 a) Entity S lends Rs. 10,00,000 to Entity A. The loan carries interest at 5% per annum payable annually and is payable in full after a period of five years, even though the market rate for similar loans is 8%. To compensate entity S for the below market rate of interest, entity A pays an origination fees of Rs. 120,000 to Entity S. There are no other directly related payments by either party. You are required to show the value at which Entity S would recognize the loan and annual interest thereon.

b) XYZ(India) Ltd entered into purchase of forward contracts as under:

<table>
<thead>
<tr>
<th>Amount of foreign currency</th>
<th>US $ 200,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Date of entering in forward cover</td>
<td>28th February, 2012</td>
</tr>
<tr>
<td>Exchange rate on 28th February, 2012</td>
<td>Rs. 47 per US $</td>
</tr>
<tr>
<td>Forward rate</td>
<td>Rs. 48</td>
</tr>
<tr>
<td>Period of forward cover</td>
<td>3 months (31st May 2012)</td>
</tr>
<tr>
<td>Spot rate on Reporting date(31st March 2012)</td>
<td>Rs. 47.75</td>
</tr>
<tr>
<td>Forward rate available at the reporting date for the remaining maturity of the contract</td>
<td>Rs. 47.50</td>
</tr>
</tbody>
</table>
Forward cover has been entered into for the sole purpose of managing risk associated with change of exchange rate for payment to supplier against purchase.

You are required to:

i) Calculate the forward premium/ (discount).

ii) Accounting for such forward premium/ (discount).

iii) Calculate the exchange difference on 31\(^{st}\) March 2012 (i.e. the reporting date).

iv) If the forward contract is entered into for speculation, calculate the profit/(loss) for the period.

Q.5  

a) PQR Associates operate a readymade garment shop. They enter into the following transactions in the month of March 2012:

1 March 2012          Purchase of 1,200 shirts at Rs. 100 each  
13 March 2012          Purchase of 500 shirts at Rs. 120 each  
14 March 2012          Sale of 700 shirts at Rs. 200 each  

Calculate the value of closing inventory as on 31\(^{st}\) March 2012 under FIFO method assuming there was no inventory of shirts as on 01 March 2012.

b) Following are the particulars of D Ltd as on 31\(^{st}\) March 2016:

<table>
<thead>
<tr>
<th>Deferred Tax Liability</th>
<th>Rs. 10,00,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred Tax Asset</td>
<td>Rs. 500,000</td>
</tr>
</tbody>
</table>

The following transactions were reported during the year 2016-17:

<table>
<thead>
<tr>
<th>i) Tax rate</th>
<th>50%</th>
</tr>
</thead>
<tbody>
<tr>
<td>ii)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>iii)</td>
<td></td>
</tr>
<tr>
<td>iv)</td>
<td></td>
</tr>
<tr>
<td>v)</td>
<td></td>
</tr>
<tr>
<td>vi)</td>
<td></td>
</tr>
<tr>
<td>vii)</td>
<td></td>
</tr>
</tbody>
</table>

Compute the amount of Deferred Tax Asset/liability for 2016-17.

Q.6  

a) ABC Ltd imported a machine on 1\(^{st}\) April, 2015 for Euros 24,000 on deferred payment basis; payment in six equal annual installments at the end of every financial year, commencing from 31\(^{st}\) March 2016 onwards. Applying AS-11, determine the exchange differences and carrying amounts of the liability at the end of each financial year, considering the following exchange rates between the Euro and Indian Rupees.

One Euro equal Indian rupees on:

<table>
<thead>
<tr>
<th>01/04/2015</th>
<th>31/03/16</th>
<th>31/03/17</th>
<th>31/03/18</th>
<th>31/03/19</th>
<th>31/03/20</th>
<th>31/03/21</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Euro</td>
<td>50.49</td>
<td>45.52</td>
<td>41.85</td>
<td>41.02</td>
<td>42.64</td>
<td>51.44</td>
</tr>
</tbody>
</table>
b) Raw materials inventory of X Ltd includes 1 kg of certain material purchased at Rs. 100/- per kg. The price of the material is on decline and replacement cost of the inventory at the year-end is Rs. 80/- per kg. It is possible to incorporate the material in a finished product. The cost of converting it into finished product is Rs.120.

Calculate the value of inventory if the expected selling prices of the finished product are:

i) Rs 190
ii) Rs 240
iii) Rs 220
End Semester Examination, May 2017  
B. Com (Hons.) and (Industry Integrated)–First Semester  
BUSINESS COMMUNICATION-I (BCH-GE-01)  

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1 **Fill in the blanks:**  
a) The sender chooses a suitable _________ by which to send the message.  
b) Horizontal communication moves from _________.  
c) The last item in minute is _________.  
d) Postscript is indicated by writing _________.  
e) The word communication is derived from _________.

**State whether the following statements are TRUE or FALSE:**  
f) The grapevine can be used productively by the management.  
g) Socio-psychological barriers can be overcome by individual efforts.  
h) Listening is a natural skill and cannot be trained.  
i) Body language is entirely involuntary.  
j) Communication is a one way process.

**PART-A**

Q.2 What is meant by barriers to communication? What can be done to overcome the barriers to communication?  

Q.3 Explain in brief common barriers to listening.  

Q.4 Discuss the role of body language in communication.  

**PART-B**

Q.5 Write short notes on:  
a) Notice and circular.  
b) Minutes of a meeting.

Q.6 Discuss in brief the different types of layout of business letter.  

Q.7 What do you meant by ‘reports’? Explain the types of business reports.
End Semester Examination, May 2017
B.Com. (Hons.) and Industry Integrated—Second Semester
BUSINESS COMMUNICATION-II(BCH-GE-03)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Dos as directed:
   a) He said, “I have got a toothache”.
   b) Manu said, “I am very busy now”.
   c) She said, “I am going to college.”

   Convert the following sentences from direct into indirect speech:

Convert the following sentences from active to passive voice:
   d) Mom read the novel in one day.
   e) Praveen painted the entire house.
   f) Menu changed the flat rate.

   Define:
   g) Email.
   h) Brochures.

Q.2 Explain the role of body language in making speech and presentation effective with suitable examples. 10

Q.3 What guidelines should be followed by a speaker while making a presentation? 10

Q.4 Draft a letter of complaint on behalf of M/S Kapoor Enterprises of Lucknow to M/S Khanna Industries, Delhi regarding the inferior quality of certain goods received from them. 10

PART-A

Q.5 a) Explain memo with an example. 5
   b) Write a circular letter announcing the appointment of a firm as your new agent in North Zone. 5

Q.6 Discuss the various types of reports used in business firm. 10

Q.7 In response to the advertisement, write a covering letter and a resume giving all necessary details. 10

PART-B
End Semester Examination, May 2017
BA (Hons.) ECONOMICS – First Semester
MS OFFICE (BHE-101)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1
a) Ctrl + I are used for:
   i) Increase font size  ii) Inserts a link break
   iii) Applies italic format to the text  iv) Bold the text
b) Which of the following short key is used to check spelling?
c) Write shortcut key for paste at text in MS – word.
d) Write two exteriors of an excel file.
e) How to open a blank document in MS – word.
f) Write the shortcut key to sum a presentation.
g) Can a user put timer in a presentation to sum in automatically? (true / false)
h) Write a shortcut key for redo an action.
i) How to reach to the end of a file just by a click?
j) What is the short cut key to replace a document?

2x10

PART-A

Q.2 How to merge a file using Mail – Merge?
   10

Q.3 What is formatting? Write a letter and use all formatting techniques including page setting and print – out.
   10

Q.4 Create a power point presentation using state layouts and slide designs and running a presentation.
   10

PART-B

Q.5 What do you mean by power point presentations? What are the application uses of PPTS in different business areas?
   10

Q.6 Create a database in MS – excel keeping in mind that you have to apply atleast 5 or 6 mathematical or statistical formulas and apply them properly.
   10

Q.7 a) Create a line chart selecting proper data.
   5
   b) Create an excel sheet and format it in all prospects.
   5
End Semester Examination, May 2017  
BA (Hons.) ECONOMICS – First Semester  
MATHEMATICS FOR ECONOMICS (BHE-102)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1  
\(a)\) Write is set builder form: \(\{2,3,5,7,11\}\).
\(b)\) Give an example of row matrix and column matrix.
\(c)\) Find \(\frac{\partial z}{\partial x}\), if \(Z = y + xy\).
\(d)\) What do you mean by lower triangular matrix?
\(e)\) If \(\begin{bmatrix} x - y & 2x + z \\ 2x - y & 3z + w \end{bmatrix} = \begin{bmatrix} -1 & 5 \\ 0 & 13 \end{bmatrix}\); find \(x\) and \(z\).
\(f)\) Differentiate \((e^x + ax)\) w.r.t.\(x\).
\(g)\) Define continuity of a function.
\(h)\) Give an example of Equal & Equivalent set.
\(i)\) Write the formula of chain rule in differentiation.
\(j)\) Integrate \((x^3 + 8x^2 + 9x + 3)\) w.r.t.\(x\).

2x10

**PART-A**

Q.2  
\(a)\) Solve the following system of linear equations:
\[
\begin{align*}
2 + 3 + \frac{10}{z} &= 4 \\
x + \frac{1}{y} + \frac{10}{z} &= 4 \\
\frac{4}{x} - \frac{6}{y} + \frac{5}{z} &= 1 \\
\frac{6}{x} + \frac{9}{y} - \frac{20}{z} &= 2
\end{align*}
\]
\(b)\) If \(A = \begin{bmatrix} 0 & 3 \\ -7 & 5 \end{bmatrix}\) and \(I = \begin{bmatrix} 1 & 0 \\ 0 & 1 \end{bmatrix}\); then find \(K\) so that \(KA^2 = 5A - 21I\).
\(c)\) If \(A = \begin{bmatrix} 1 & 4 & 5 \\ 3 & 2 & 6 \\ 0 & 1 & 0 \end{bmatrix}\); verify that: \(A (\text{adj} A) = (\text{adj} A).A\).

6

Q.3  
\(a)\) If \(y = v^3 + 2v^2 + 5, \ v = 3u + 1\) and \(u = 9x + 1\), find \(\frac{dy}{dx}\) by chain rule.
b) Find the points of local maximum and local minimum and also find local maximum and local minimum values for the given function: \( f(x) = 2x^3 - 15x^2 - 36x + 18 \).

5

c) Draw the graph of \( y = 2x^2 + 5 \).

5

Q.4  

a) If \( x^2(y - z) + y^2(z - x) + z^2(x - y) = u \); than show that \( \frac{\partial u}{\partial x} + \frac{\partial u}{\partial y} + \frac{\partial u}{\partial z} = 0 \)

5  

b) If \( u = \log \left( \frac{x^4 + y^4}{x + y} \right) \) show that \( x \frac{\partial u}{\partial x} + y \frac{\partial u}{\partial y} = 3 \)

8  

c) If \( u = \left( x^2 + y^2 + z^2 \right)^{-1/2} \); show that \( \frac{\partial^2 u}{\partial x^2} + \frac{\partial^2 u}{\partial y^2} + \frac{\partial^2 u}{\partial z^2} = 0 \)

7

\textbf{PART-B}

Q.5  

a) Evaluate: \( \int \frac{1}{\sqrt{5x + 3} + \sqrt{5x + 2}} \, dx \).

5  

b) Evaluate: \( \int \frac{x^2}{(x - 2)(x - 3)(x - 4)} \, dx \).

7  

c) Evaluate: \( \int x \log(1 + x) \, dx \).

8

Q.6  

a) Define L.P.P what are the requirements and limitations of L.P.P?

5  

b) Use simplex method to solve the following L.P.P.  
\( \text{Max.} \, z = 3x_1 + 5x_2 + 4x_3 \)

Subject to
\( 2x_1 + 3x_2 \leq 8 \)
\( 2x_2 + 5x_3 \leq 10 \)
\( 3x_1 + 2x_2 + 4x_3 \leq 15 \)

And \( x_1, x_2, x_3 \geq 0 \).

8  

c) Use graphical method to solve the following L.P.P.  
\( \text{Max.} \, z = 2x_1 + 3x_2 \)

Subject to
\( x_1 + x_2 \leq 30 \)
\( x_2 \geq 3 \)
0 \leq x_2 \leq 12
0 \leq x_1 \leq 20
x_1 - x_2 \geq 0
And \ x_1, x_2 \geq 0.

Q. 7

a) If \ A = \{1, 2, 3\}, \ B = \{2, 3, 4\}, \ C = \{1, 3, 4\} \ and \ D = \{2, 4, 5\} \ then \ verify \ that

i) \ (A \times B) \cap (C \times D) = (A \cap C) \times (B \cap D)

ii) \ A \times (B - C) = (A \times B) - (A \times C)

b) In a survey of 60 people, it was found that 25 people read newspaper H, 26 read newspaper T, 26 read newspaper I, 9 read both H and I, 11 read both H and T, 8 read both T and I, 3 read all the three newspapers. Find the number of

i) \ H \ or \ I \ but \ not \ T.

ii) None of three newspapers.

iii) \ T \ but \ not \ H.

c) If \ A = \{1, 2, 3, 4\}, \ B = \{3, 4, 5, 6\} \ and \ U = \{0, 1, 2, 3, 4, 5, 6, 7, 8, 9\} \ then \ verify \ that

i) \ A - (B - C) = (A - B) \cup (A \cap C)

ii) \ (A \cup B)^C = A^C \cap B^C

iii) \ A - B = A \cap B^C = B^C - A^C.
End Semester Examination, May 2017  
B.A. (Hons.) ECONOMICS–First Semester  
MICRO ECONOMICS-I (BHE-103)  

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1  

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.  

Q.1  Fill in the blanks:  
a) ________ is the example of an area of study in microeconomics.  
b) The total price effect can be decomposed into ________ and ________.  
c) The slope of an isoquant is given by __________.  
d) The value of elasticity of substitution for a Cobb – douglas production function is _________.  

Answer the following in brief:  
e) State the condition for producer’s equilibrium using the isoquant approach.  
f) Give two features of perfect competition.  
g) Define ‘variable cost of production’.  
h) Draw an isoquant assuming that capital and labour are perfect complements.  
i) Define ‘economies of scale’.  

**PART-A**  

Q.2  
a) Define a production possibility curve. Explain the implications of a point outside, inside and on the PPC. Explain any two reasons for an outward shift of the PPC.  

b) What are Economic systems? Explain the three types of economic systems with the help of examples.  

Q.3  
a) Distinguish between change in quantity supplied and change in supply.  

b) Explain the concept of income elasticity of demand. When the income of a consumer rises from Rs. 1000/- to Rs. 5000/-, the demand for goods X rises from 2 units to 20 units. Find income elasticity of demand and comment on the nature of the good.  

Q.4  
a) For a normal good, decompose the price effect into substitution and income effect. Use a suitable diagram.  

b) Derive the ICC and Engel curve for a normal good.  

**PART-B**  

Q.5  
a) Explain how a producer attains equilibrium using the iso-quant and isocost line approach.  

b) Write short notes on:  
i) Hicks classification of technical progress
ii) Cobb – Douglas production function: \( Q = AK^\alpha L^\beta \).

Q.6  

a) Explain the relationship between average fixed cost, average variable cost and average total cost curves in the short run.  

b) Write short notes on:
   i) Long run average cost curve.
   ii) Learning curve.

Q.7  

a) Differentiate monopoly with perfect competition.

b) Explain producer’s equilibrium under perfect competition with the help of total revenue and total cost approach.
End Semester Examination, May 2017
B.A. (Hons.) ECONOMICS - First Semester
CORPORATE FINANCE(BHE-104)

Time: 3 hrs
Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) Interest rate and coupon rate are synonymous terms.
   b) The value stated on the face of the bond is termed as its face or par value.
   c) Main objective of finance manager is of maximization of profits.
   d) Current ratio will be useful is indicating the symptom of liquidity crisis.
   e) Amalgamations involving transfer of securities outside India requires the prior approval of RBI.

Fill in the blanks:
   f) Long term solvency is indicated by _______________.
   g) The return after the pay – off period is not considered in case of _______________ method.
   h) _______________ determines the maximum rate of interest that a firm can afford to pay on the borrowings for a particular projects.
   i) The most rigorous test of liquidity is _______________.
   j) The basic objective of financial management is maximization of shareholders _______________.

2x10

PART-A

Q.2 a) What are the functions performed and basic decisions taken by the finance manager? 
   12
   b) 10 years from now, Mr. Brij will start receiving a pension of Rs 30,000/-a years. The payment will continue for 16 years. How much is the pension worth now, if rate of interest is 12% per annum.

Q.3 a) Opening stock Rs 20,000/-; closing stock Rs 10,000/-, purchases Rs 50,000/-; carriage inward Rs 5,000/- total sales Rs 100,000/-; cash sales Rs 20,000/-. Calculate the stock turnover ratio.
   5
   b) From the following, ascertain Deft-Equality ratio:

<table>
<thead>
<tr>
<th></th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>i)</td>
<td>Equity share capital</td>
</tr>
<tr>
<td>ii)</td>
<td>Reserves and surplus</td>
</tr>
<tr>
<td>iii)</td>
<td>12% Debenture</td>
</tr>
<tr>
<td>iv)</td>
<td>Current liabilities</td>
</tr>
<tr>
<td>v)</td>
<td>Preliminary expenses</td>
</tr>
</tbody>
</table>

c) Convert the following balance sheet of Priya Ltd into common-size Balance Sheet and interrupt the results:

Balance Sheets (as at 31\textsuperscript{st} March, 2015 and 2016)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>I.-Equity and Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Shareholder’s funds:-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity share capital</td>
<td>1,00,000</td>
<td>1,60,000</td>
</tr>
<tr>
<td>Reserves and surplus</td>
<td>50,000</td>
<td>90,000</td>
</tr>
<tr>
<td>b) Non – Current liabilities:-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debentures</td>
<td>30,000</td>
<td>60,000</td>
</tr>
<tr>
<td>c) Current liabilities:-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade payables</td>
<td>45,000</td>
<td>40,000</td>
</tr>
<tr>
<td>Bank overdraft</td>
<td>15,000</td>
<td>10,000</td>
</tr>
<tr>
<td></td>
<td><strong>2,40,000</strong></td>
<td><strong>3,60,000</strong></td>
</tr>
<tr>
<td>II.-Assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Non – current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land and buildings</td>
<td>75,000</td>
<td>1,50,000</td>
</tr>
<tr>
<td>Furniture</td>
<td>5,000</td>
<td>6,000</td>
</tr>
<tr>
<td>Investments</td>
<td>50,000</td>
<td>60,000</td>
</tr>
<tr>
<td>Other non – current assets</td>
<td>20,000</td>
<td>34,000</td>
</tr>
<tr>
<td>b) Current assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade receivable</td>
<td>40,000</td>
<td>50,000</td>
</tr>
<tr>
<td>Cash / cash equivalent</td>
<td>20,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Investments</td>
<td>30,000</td>
<td>50,000</td>
</tr>
<tr>
<td></td>
<td><strong>2,40,000</strong></td>
<td><strong>3,60,000</strong></td>
</tr>
</tbody>
</table>

Q.4  
10  
a) A debenture of Rs 1,000 carries a coupon rate of 14%. It is to mature after 5 years. The required rate of return is 13%. Compute the value of the debenture.  

b) Explain the two approaches which are adopted for valuation of shares with an example.  

10  

**PART-B**

Q.5  
A Ltd company is considering investment in a project requiring a capital outlay of Rs.2,00,000/-. Forecast for annual income after depreciation but before tax is a follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1,00,000/-</td>
</tr>
<tr>
<td>2</td>
<td>1,00,000/-</td>
</tr>
<tr>
<td>3</td>
<td>80,000/-</td>
</tr>
<tr>
<td>4</td>
<td>80,000/-</td>
</tr>
<tr>
<td>5</td>
<td>40,000/-</td>
</tr>
</tbody>
</table>
Depreciation may be taken as 20% on original cost and taxation at 50% of net income. Evaluate the project according to:

a) Payback period method.

b) Rate of return on average investment (ARR) method.

c) Net present value method.

Q.6  
a) What are the benefits and challenges of public private partnership (PPPs)

b) Discuss in short the main steps involved in the financial feasibility of a project.

Q.7  
a) Discuss the various types of mergers and give rationale for why companies go for it?

b) What is the economic values added approach? Explain with the help of example.
End Semester Examination, May 2017
B.A. (Hons.) Economics — Second Semester
MICRO ECONOMICS-II (BHE-203)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B**. Each question carries equal marks.

Q.1 **Answer the following in brief:**

a) State any two features of oligopoly.
b) According to marsis, what are the three ratios that describe the risk attitude of managers?
c) Define ‘dominant strategy’.
d) What is the ‘marginalist controversy’?
v) Explain ‘limit price’.
vi) What is pay off matrix? Give an example.
vii) Define ‘game’.
viii) Write any two variables of managers utility function.
ix) Why is cornet equilibrium a Nash equilibrium?
x) Explain ‘derived demand’.

Q.2 **PART-A**

a) Using the kinked demand curve model, explain why prices in oligopoly remain sticky, despite changing cost conditions. 10

b) Suppose two firms face the following market demand curve: 
   \[ P = 20 - Q \quad \text{where} \quad Q = Q_1 + Q_2 \]
   Further suppose that they operate under zero marginal cost conditions. Answer the following:
   i) Find out the reaction curves of both the firms.
   ii) Find out cournot equilibrium outputs and price.
   iii) Compare the cournot outcome with competitive outcome. 10

Q.3 **PART-B**

a) Critically evaluate the new-classical theory of the firm. 10

b) Explain how a firm decides the price of its product under the model of average cost pricing. 10

Q.4 **PART-A**

a) Explain Baumol’s theory of sales revenue maximization in detail. Use a well labeled diagram. 10

b) What is price leadership? List the various models of price leadership and explain anyone of them in detail. 10

Q.5 **PART-B**

a) The behavioural theory of Cyert and March justifies a modern firm as “satisficing” and not “maximizing”. Comment. 10

b) Suppose the dominant firm knows the supply curve of the fringe firms as:
   \[ S = 0.2P \]
   And the market demand curve as:
   \[ D = 50 - 0.3P \]
Answer the following:

i) Find out the demand curve of the dominant firm.

ii) Find out the equilibrium price and output the dominant firm will set.

iii) Find out the supply of the fringe firms at the price set by the dominant firm. 10

Q.6  a) Two firms are considering an investment decision. The payoff to each depends upon his own decision and the decision of his opponent. In the light of the same, analyse the payoff matrix presented below and answer the questions:

\[
\begin{array}{|c|c|c|}
\hline
 & Don't Invest & Invest \\
\hline
Don't invest & 0, 0 & -10, 10 \\
\hline
Invest & -100, 0 & 20, 10 \\
\hline
\end{array}
\]

i) Does either of the firms have a dominant strategy?

ii) Does the game have a nash equilibrium?

b) Using the following payoff matrix of prisoners dilemma, explain why each prisoner would confess, even when both could be better off by not confessing:

\[
\begin{array}{|c|c|c|}
\hline
 & Don't invest & Invest \\
\hline
Firm-1 &  & \\
\hline
confess & -5, -5 & -1, -10 \\
\hline
Don't confess & -10, -1 & -2, -2 \\
\hline
\end{array}
\]

Q.7  a) Define marginal product of labor and value of marginal product of labor. Explain how a competitive, profit maximizing firm decide how many units of labor to hire? 10

b) What is ‘monopolistic exploitation'? Explain the role of trade unions in protecting the interest workers. 10
End Semester Examination, May 2017
B.A. (Hons.) Economics-Second Semester
ECONOMICS STATISTICS - I (BHE-204)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) The probability of one event occurring given the another event has occurred is called ________ probability.
   b) Standard deviation of a Poisson distribution is ________.
   c) Mean deviation is minimum if it is calculated around ________.
   d) Frequency distribution can be presented with the help of ________.
   e) A graph of cumulative frequency distribution is called ________.
   f) In a normally distributed curve, area between $\mu \pm 3\sigma$ is ________%.
   g) Heading of rows is called ________.
   h) ________ is the value with highest frequency.
   i) When only two classifications of outcomes are possible then it is called ________ of outcomes.
   j) Standard normal curve is ________ shaped curve.

PART-A

Q.2 a) For the following distribution find arithmetic mean, standard deviation and coefficient of variation:

<table>
<thead>
<tr>
<th>Marks</th>
<th>0-5</th>
<th>5-10</th>
<th>10-15</th>
<th>15-20</th>
<th>20-25</th>
<th>25-30</th>
<th>30-35</th>
<th>35-40</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of students</td>
<td>2</td>
<td>5</td>
<td>7</td>
<td>13</td>
<td>21</td>
<td>16</td>
<td>8</td>
<td>3</td>
</tr>
</tbody>
</table>

b) Calculate combined arithmetic mean if:

<table>
<thead>
<tr>
<th>Series-I</th>
<th>Series-II</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>50</td>
</tr>
<tr>
<td>A.M.</td>
<td>500</td>
</tr>
</tbody>
</table>

Q.3 a) Find: i) 45th percentile ii) 4th decide iii) 3rd quartile iv) Median for this given data:

<table>
<thead>
<tr>
<th>Age</th>
<th>20-25</th>
<th>25-30</th>
<th>30-35</th>
<th>35-40</th>
<th>40-45</th>
<th>45-50</th>
<th>50-55</th>
<th>55-60</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>14</td>
<td>52</td>
<td>25</td>
<td>15</td>
<td>20</td>
<td>18</td>
<td>12</td>
<td>10</td>
</tr>
</tbody>
</table>

b) Calculate mode by grouping method for given observation:

<table>
<thead>
<tr>
<th>Marks:</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
<th>70-80</th>
<th>80-90</th>
</tr>
</thead>
<tbody>
<tr>
<td>Numbers of students</td>
<td>4</td>
<td>2</td>
<td>18</td>
<td>22</td>
<td>21</td>
<td>19</td>
<td>10</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

10
Q.4  a) The following table shows the area in millions of sq. k.m. of oceans of the world:

<table>
<thead>
<tr>
<th>Ocean</th>
<th>Pacific</th>
<th>Atlantic</th>
<th>Indian</th>
<th>Antarctic</th>
<th>Arctic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area (million Sq. k.m.)</td>
<td>70.8</td>
<td>41.2</td>
<td>28.5</td>
<td>7.6</td>
<td>4.8</td>
</tr>
</tbody>
</table>

Draw a pie diagram to represent the data.

b) Draw a bar diagram to represent % of total population in villages and towns:

<table>
<thead>
<tr>
<th>Percentage of population in</th>
<th>Villages</th>
<th>Towns</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Infants and young children</td>
<td>13.7</td>
<td>12.9</td>
</tr>
<tr>
<td>2. Boys and girls</td>
<td>25.1</td>
<td>23.2</td>
</tr>
<tr>
<td>3. Young men and women</td>
<td>32.3</td>
<td>36.5</td>
</tr>
<tr>
<td>4. Middle aged men and women</td>
<td>20.4</td>
<td>20.1</td>
</tr>
<tr>
<td>5. Elderly persons</td>
<td>8.5</td>
<td>7.3</td>
</tr>
</tbody>
</table>

Q.5  Write short notes on:

a) Classical and empirical probability.
b) Inverse probability and Baye’s theorem.
c) Addition theorem of probability.
d) Multiplication theorem of probability.

Q.6  a) The incidence of a disease is such that on an average 25% workers suffer from it. Find the probability that out of 6 workers:

i) 4 or more will suffer.
ii) Exactly 2 will suffer.
iii) Not more than two will suffer.

b) A dice is tossed twice; getting an odd number is termed as success. Find the probability distribution of the number of success. And also find its expected value and variance.

Q.7  a) Four cards are drawn at random from a pack of 52 cards. Find the probability:

i) Two are kings and two are aces.
ii) Two are red and two are black.
iii) One card of each suit.

b) Probability that a man will be alive 25 years is 0.3 and the probability that his wife will be alive is 0.4. Find the probability that after 25 years:

i) Both will be alive.
ii) Only the man will be alive.
iii) Only the woman will be alive.

10

b) Only the woman will be alive.

10

10

10

10

10

10

5x4

5

5

227/3
End Semester Examination, May 2017
B.A. (Hons.) Economics–Second Semester
ECONOMIC HISTORY OF INDIA (BHE-205)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt **ANY TWO** questions from Part A and **ANY TWO** questions from Part B. Each question carries equal marks.

Q.1 Answer the following questions (any five):
   a) What is the meaning of colonialism?
   b) The average yield per hectare of pulses has grown less than one percent annually, on an average, since the 1950's. **(True/False)**
   c) Zamindari system was created by __________ in __________.
   d) Give two recommendations of Advisory Committee on flow of credit to agriculture.
   e) What are causes of commercialization of agriculture?
   f) In the nineteenth century, the expenditure on ________ was the largest single item, which accounted for roughly ________ of the total government expenditure.
   g) What are the two types of labour intensive industrialization?
   h) 1800-60 saw a net decline in employment in textiles. **(True/False)**

---

**PART-A**

Q.2 a) Discuss the importance of study of economic history.  
    b) Explain the main features of Indian economy on the eve of independence.

Q.3 Explain the agrarian structure and land relations in the colonial India.

Q.4 Write notes on following:
   a) Cooperative Credit Societies.
   b) National Bank for Agriculture and Rural Development (NABARD).

---

**PART-B**

Q.5 Analyse the impact of railways on agriculture 1818 and occupational structure of the workforce between 1818 and 1914.

Q.6 Discuss the growth of the industrial sector in India during the British period, highlighting the role of Indian capital and enterprise in it.

Q.7 Write notes on the following:
   a) The imperial priorities and the Indian economy.
   b) Drain of wealth.
End Semester Examination, May 2017
B.A. (Hons.) ECONOMICS–First Semester
COMMUNICATION SKILLS(BHE-GE-01)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  a) What are the characteristics of good report?
     b) What is Speed Reading?
     c) Define ‘Small Tank and its advantage’.
     d) What is notice writing and what is its purpose?
     e) What are the most important barriers of listening?

Q.2  a) Explain verbal and non-verbal communication skills.
     10
     b) How effective communication helps in our personal and professional life?
     10

Q.3  a) Write a notice informing the students about the examination dates and the last date of paying the college fee. There will be a late payment charge of Rs. 1000/- for the defaulters.
     10
     b) What is the difference between hearing and listening? What are advantages of active listening?
     10

Q.4  a) What are the characteristics of good report?
     10
     b) What is agenda and what do you cover in minutes of meeting?
     10

Q.5  What are the qualities of a good report? Explain the structure of writing a report.
     20

Q.6  Write short notes on:
     a) Extensive reading, intensive reading, skimming and scanning.
     10
     b) Circular writing and memo writing.
     10

Q.7  What is an effective body language and what are the advantages of positive body language?
     20
Q.1 Answer the following questions in brief:
   a) What do you understand by skill?
   b) Write any two differences in public speaking and presentation.
   c) What can make a presentation humorous?
   d) What is a presentation that evokes emotional appeal?
   e) Write the another name of body language.
   f) What is close ended question?
   g) Define an open ended question.
   h) What do you understand by summary?
   i) Explain the meaning of feedback.
   j) What do you mean by gestures?  

Q.2 Prepare a presentation on (any Two) of the following topics (eight slides):
   a) Save the girl child.
   b) Launching a new mobile.
   c) Presentation that offers a solution for parking problem in office.  

Q.3 Write the steps that is essential to make a presentation interesting and effective.  

Q.4 Write short notes on the following:
   a) Simulations.
   b) Role-plays.
   c) Group discussions.
   d) Fish-bowl.  

Q.5 How can body language be used to make a presentation effective? Explain the role of each part of the body in making a presentation interesting.  

Q.6 Explain positive and negative feedback. Discuss the role of the audience to make a presentation successful.  

Q.7 Write a paragraph on (any two) of the following topics (in 80-100 words):
   a) Demonetization.
   b) Mobile phones-bane or boon.
   c) Cricket-an overrated game.
End Semester Examination, May 2017
BBA (G) IB - Second Semester
ENGLISH FOR ACADEMIC PURPOSES-II (BIB - 203)

Time: 3 hrs  Max Marks: 100
No. of pages: 6

Note: All questions are compulsory.

Q.1 Look at the notice below and answer the questions that follow:

**IMPORTANT NOTICE: PRODUCT RETURN**
Fancy Foods wishes to inform the public that, pieces of metal have been found in some jars of FancyFoods Chicken Curry (Spicy). The batches of the Jars involved have numbers from J6617 to J6624. The batch number is printed on the bottom of each jar.

If you have any jars with these batch numbers, please return them (preferably unopened) to the supermarket where you purchased them. You can also return them to the factory (Fancy Foods Retailers, Blacktown). Fancy Foods will pay $10 for each jar returned unopened and $5 for each jar already opened.

No payment will be made for empty jars, which do not need to be returned. However, the company’s Retailing Manager will be interested to hear from people who have consumed chicken curry from any of the above batch numbers. In particular, it will be helpful if they can give information about the place of purchase of the product.

Jars of Fancy Foods Chicken Curry (Coconut) and Fancy Foods Chicken Curry (Mango) have not been affected and do not need to be returned.

**REWARD**
Fancy Foods will pay a reward of $10,000 to $50,000 for information which leads to the conviction of any person found guilty of placing metal pieces in its products. If you have such information, please contact the Customer Relations Manager, Fancy Foods Retailers, Blacktown. Fancy Foods will pay $10,000 for information about who contaminated their product.

Q.2 Read the information on The Medicine in the passage below. Do the statements that follow agree with the information in the passage?

**Q.2 Questions:**

i. Where can you find the batch number on the jars?

ii. How much will you receive for an opened jar of contaminated Chicken Curry?

iii. If you have eaten Chicken Curry from a jar with one of the batch numbers listed, whom should you contact?

iv. What information do they ask you to provide about the jar of Chicken Curry you ate?

v. What is the maximum reward Fancy Foods is offering for information about who contaminated their product?

YES if the statement agrees with the information.

NO if the statement contradicts the information.

NOT GIVEN if there is no information about this in the passage.
THE MEDICINE

This medicine must be taken as directed.
• Before using, shake the bottle.
• Dose: 50ml to be taken twice daily after the midday and evening meals.

Instructions:
• Do not take this medicine on an empty stomach or immediately before lying down.
• If any of the following occur, discontinue taking the medicine and contact your doctor: dizziness, vomiting, blurred vision.
• This medicine is not available without a prescription and is not suitable for children under 5 years.
• Once you have begun to take this medicine you must continue to take it until the bottle is empty, unless advised otherwise by your doctor.
• Only one course of this medicine should be taken in a period of six months.
• Expiry date: 16 February 2004.

Statements:

i. You must shake the bottle before you take the medicine
ii. You should lie down after you have taken the medicine.
iii. You must stop taking the medicine if your eyesight is affected.
iv. You must stop taking the medicine when you feel better.
v. This medicine is suitable for a person of any age.

Q.3 Read the passage and answer the questions that follow:

A WORKAHOLIC ECONOMY

For the first century or so of the industrial revolution, increased productivity led to decreases in working hours. Employees who had been putting in 12-hour days, six days a week, found their time on the job shrinking to 10 hours daily, then finally to eight hours, five days a week. Only a generation ago social planners worried about what people would do with all this new-found free time. In the US, at least it seems they need not have bothered.

Although the output per hour of work has more than doubled since 1945, leisure seems reserved largely for the unemployed and underemployed. Those who work full-time spend as much time on the job as they did at the end of World War II. In fact, working hours have increased noticeably since 1970 — perhaps because real wages have stagnated since that year. Bookstores now abound with manuals describing how to manage time and cope with stress.

There are several reasons for lost leisure. Since 1979, companies have responded to improvements in the business climate by having employees work overtime rather than by hiring extra personnel, says economist Juliet B. Schor of Harvard University. Indeed, the current economic recovery has gained a certain amount of notoriety for its “jobless” nature: increased production has been almost entirely decoupled from employment. Some firms are even downsizing as their profits climb. “All things being equal, we'd be better off spreading around the work,” observes labour economist Ronald G. Ehrenberg of Cornell University.
Yet a host of factors pushes employers to hire fewer workers for more hours and at the same time compels workers to spend more time on the job. Most of those incentives involve what Ehrenberg calls the structure of compensation: quirks in the way salaries and benefits are organised that make it more profitable to ask 40 employees to labour an extra hour each than to hire one more worker to do the same 40-hour job.

Professional and managerial employees supply the most obvious lesson along these lines. Once people are on salary, their cost to a firm is the same whether they spend 35 hours a week in the office or 70. Diminishing returns may eventually set in as overworked employees lose efficiency or leave for more arable pastures. But in the short run, the employer’s incentive is clear. Even hourly employees receive benefits - such as pension contributions and medical insurance - that are not tied to the number of hours they work. Therefore, it is more profitable for employers to work their existing employees harder.

For all that employees complain about long hours, they too have reasons not to trade money for leisure. “People who work reduced hours pay a huge penalty in career terms,” Schor maintains. “It's taken as a negative signal' about their commitment to the firm.’ [Lotte] Bailyn [of Massachusetts Institute of Technology] adds that many corporate managers find it difficult to measure the contribution of their underlings to a firm’s well-being, so they use the number of hours worked as a proxy for output. “Employees know this,” she says, and they adjust their behaviour accordingly.

“Although the image of the good worker is the one whose life belongs to the company,” Bailyn says, “it doesn't fit the facts.’ She cites both quantitative and qualitative studies that show increased productivity for part-time workers: they make better use of the time they have and they are less likely to succumb to fatigue in stressful jobs. Companies that employ more workers for less time also gain from the resulting redundancy, she asserts. "The extra people can cover the contingencies that you know are going to happen, such as when crises take people away from the workplace." Positive experiences with reduced hours have begun to change the more-is-better culture at some companies, Schor reports.

Larger firms, in particular, appear to be more willing to experiment with flexible working arrangements...

It may take even more than changes in the financial and cultural structures of employment for workers successfully to trade increased productivity and money for leisure time, Schor contends. She says the U.S. market for goods has become skewed by the assumption of full-time, two-career households. Automobile makers no longer manufacture cheap models, and developers do not build the tiny bungalows that served the first postwar generation of home buyers. Not even the humblest household object is made without a microprocessor. As Schor notes, the situation is a curious inversion of the “appropriate technology” vision that designers have had for developing countries: U.S. goods are appropriate only for high incomes and long hours.  

----- Paul Walluh

Questions (i) – (vii)(2 marks each)
Do the following statements agree with the views of the writer in reading passage?
Write:
YES if the statement agrees with the writer
NO if the statement contradicts the writer
NOT GIVEN if it is impossible to say what the writer thinks about this

i. During the industrial revolution, people worked harder
ii. Today, employees are facing a reduction in working hours.
iii. Social planners have been consulted about US employment figures.
iv. Salaries have not risen significantly since the 1970s.
v. The economic recovery created more jobs.
vi. Bailyn’s research shows that part-time employees work more efficiently.
vii. Increased leisure time would benefit two-career households.

Questions (viii) – (ix) (2 marks each)
Choose the appropriate letters A-D
viii. Bailyn argues that it is better for a company to employ more workers because
   A. it is easy to make excess staff redundant.
   B. crises occur if you are under-staffed.
   C. people are available to substitute for absent staff.
   D. they can project a positive image at work.
ix. Schor thinks it will be difficult for workers in the US to reduce their working hours because
   A. they would not be able to afford cars or homes.
   B. employers are offering high incomes for long hours.
   C. the future is dependent on technological advances.
   D. they do not wish to return to the humble post-war era.

Questions (x) – (xii) (2 marks each)
The writer mentions a number of factors that have resulted, in employees working longer hours. Which THREE of the following factors are mentioned? Write your answers

List of Factors
A Books are available to help employees cope with stress.
B Extra work is offered to existing employees.
C Increased production has led to joblessness.
D Benefits and hours spent on the job are not linked.
E Overworked employees require longer to do their work.
F Longer hours indicate a greater commitment to the firm.
G Managers estimate staff productivity in terms of hours worked.
H Employees value a career more than a family.

Question (xiii) (1 mark)
Suggest an alternative title for the passage.
Match the following words with their antonyms:

<table>
<thead>
<tr>
<th>Column A</th>
<th>Column B</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. important</td>
<td>a. stupidity</td>
</tr>
<tr>
<td>2. intentional</td>
<td>b. collect</td>
</tr>
<tr>
<td>3. lazy</td>
<td>c. industrious</td>
</tr>
<tr>
<td>4. miser</td>
<td>d. tender</td>
</tr>
<tr>
<td>5. scatter</td>
<td>e. spendthrift</td>
</tr>
<tr>
<td>6. straight</td>
<td>f. trivial</td>
</tr>
<tr>
<td>7. transparent</td>
<td>g. yang</td>
</tr>
<tr>
<td>8. wisdom</td>
<td>h. crooked</td>
</tr>
<tr>
<td>9. yin</td>
<td>i. accidental</td>
</tr>
<tr>
<td>10. tough</td>
<td>j. opaque</td>
</tr>
</tbody>
</table>

Writing Task 1
Write about the following topic:
“Recently, archaeologists have found out the ancient remains of a woman at a site near Chelyabinsk, which is a Russian city. Scientists tend to believe that it was the mortal remains of an alien, who invaded the earth. But when we discuss about the invasion of aliens to our planet, a big question lies ahead of us. Would we gain anything by contacting these aliens?”
What do you think about this?
Write at least 150 words.

Writing Task 2
You live in a locality where roads are always under construction. New roads are built but as soon as the locality receives some rainfall, the roads get numerous potholes and the roads have to be made again.
Write a letter to the Municipal Corporation of your locality and in the letter,
- Describe the situation
- Explain the nuisance being face
- Talk about a solution that may be of help
Write at least 200 words and use proper format for the letter.

Writing Task 3
The graph below shows the unemployment rates in the USA and Japan between March 1993 and March 1999. Summarize the information by selecting and reporting the main features and make comparisons where relevant.
End Semester Examination, May 2017  
BBA (G) IB- Third Semester  
INTERNATIONAL ECONOMICS (BIB-301)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks.

Q.1 Write short notes on **(any four)**:  
a) Outsourcing of firms.  
b) Controversies of trade policy.  
c) Recent global financial crisis.  
d) Instruments of trade policy.  
e) Internal and international trade.  

4x5

**PART-A**

Q.2 Explain the Heckscher-Ohlin model of international trade.  
20

Q.3 Define ‘International Economics’. Also discuss its advantages and disadvantages in detail.  
20

Q.4 Explain the new trade theories of international trade in detail.  
20

**PART-B**

Q.5 a) Explain the financial crisis in the global economy.  
10  
b) Discuss the importance of financial globalization in detail.  
10

Q.6 Write short notes on:  
a) IMF and international liquidity.  
10  
b) Exchange rate policy.  
10

Q.7 What do you understand by ‘globalization’? Also explain the impacts of globalization, its problems and issues in detail.  
20
End Semester Examination, May 2017
BBA (G) IB- Third Semester
INTERNATIONAL MARKETING (BIB-302)

Time: 3 hrs  Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. All questions carry equal marks.

Q.1  a) State two benefits of international marketing.
     b) State two objectives of international marketing.
     c) Describe any two challenges faced by international marketer.
     d) State two motives of any company, who plans to go for global business.
     e) State two prime requisite qualities for the sales person recruited for international business.
     f) State two problems faced in cross cultural communication.
     g) State two tactical considerations for media planning and analysis.
     h) State any two factors affecting choice of channels
     i) Difference between ‘Skimming’ and ‘Penetration pricing’.
     j) State two sources to get an idea for New Product Development.

**PART-A**

Q.2  What do you understand by EPRG frame work? Explain it with examples in detail. 20

Q.3  Describe the research process and explain the methods and problems to obtain relevant data. What sort of qualities one should posses to gather international information? 20

Q.4  What type of product decision and product strategies any international marketer has to take? 20

**PART-B**

Q.5  Explain the factors which influence international price. Describe pricing process and its methods in detail. 20

Q.6  What types of cross cultural issues occurs in international promotion, sales literature, advertizing and in personal selling? 20

Q.7  What types of decisions involved in selecting distribution channels, logistics and for appointment of foreign sales agents? 20
End Semester Examination, May 2017
BBA (G) IB– Fourth Semester
INTERNATIONAL BUSINESS ENVIRONMENT (BIB-402)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q. 1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q. 1 Explain the impact of various socio economic factors on business. 20

PART-A

Q. 2 What is globalization? Enumerate its merits and demerits in the context of globalization in India. 20

Q. 3 What is WTO? Explain in detail about the functions and importance of WTO. Also discuss the recent happenings in WTO. 20

Q. 4 What are the economic and political arguments for regional economic integration? Given these arguments, why don’t we see more substantial examples of integration in the world economy? 20

PART-B

Q. 5 Examine the features and components of international financial environment in detail. 20

Q. 6 What are the factors affecting exchange rate? Explain Purchasing Power Parity and Fisher's Effect theories of exchange rate in detail. 20

Q. 7 What are the various organizational designs that are witnessed by international organizations? 20
End Semester Examination, May 2017
BBA (G) IB– Fourth Semester
FINANCE FOR MANAGERS (BIB-403)

Time: 3 hrs.  Max Marks: 100

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on of the following:
   a) Risk-return trade off.
   b) Classification of working capital.
   c) EPS-EBIT analysis.
   d) Motives for holding cash.

**PART-A**

Q.2 a) Financial management is more than a procurement of funds. What do you think are the functions of the financial manger?  
   b) Explain briefly the objectives of financial management.  

Q.3 a) What is time value of money? Explain briefly techniques of time value of money.  
   b) Mala is to receive `50000 after 5 years from now. His time preference for money (rate of interest) is 10% per annum. Calculate its present value of using discount factor table. The discount factor is 0.621.

Q.4 a) What is cost of capital? Explain various classification of cost.
   b) A company issues 10000 10% Preference shares of `100 each. Cost of issue is `2 per share calculate cost of preference capital if these are issued at i) par  ii) premium  iii) discount 5%.

**PART-B**

Q.5 a) Explain the meaning of the term capital structure and critically explain Net Operating Income approach.
   b) Explain briefly operating and financial beverage.

Q.6 What is dividend policy? Explain briefly determinant and Walter’s approach of dividend.

Q.7 a) From the following information, calculate average collection period:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Sales</td>
<td>1,00,000</td>
</tr>
<tr>
<td>Cash Sales</td>
<td>20,000</td>
</tr>
<tr>
<td>Sales Returns</td>
<td>7,000</td>
</tr>
<tr>
<td>Debtors at the end of the year</td>
<td>11,000</td>
</tr>
<tr>
<td>Bulls Receivable</td>
<td>4,000</td>
</tr>
<tr>
<td>Creditors</td>
<td>15,000</td>
</tr>
</tbody>
</table>

b) Explain briefly operating cycle.
End Semester Examination, May 2017
BBA (G) IB– Fourth Semester
FOREIGN EXCHANGE MANAGEMENT (BIB-406)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  a) What do you understand by spot exchange rate?
     b) Write briefly about gold system of exchange rate.
     c) Do you think that competitiveness of any currency country affects exchange rate?
     d) How do you read the quotation?
        1$ = '67/67.40
        Write down all terms involved in the expression.
     e) Can you explain how ‘Ready Exchange Rate’ work in daily life?
     f) What do CHIPS and SWIFTS stand for? In what sense these are used? Specify in technical sense.
     g) Explain in brief currency futures.
     h) What do you understand by cross rates? Give an example.
     i) What do you mean by arbitrage?

Q.2  a) Establish the relationship between spot rate, future spot rate and interest rate.
     b) Why do spot rate and forward rate differ?

Q.3  a) Explain fixed exchange rate, flexible exchange rate, adjustable peg rate.
     b) Write two methods of exchange control.
     c) Whether Bretton Wood System is working in the present day? Whether it was challenged if yes, how?

Q.4  a) Give account of three factors which can influence the determination of exchange rates.
     b) Explain briefly the exchange rate system being followed in India.

Q.5  a) How can forward contract be executed and cancelled? Give technical answer.
     b) Frame one numerical on option contract.

Q.6  a) In what way liberalization and globalization has affected foreign exchange market in India? Explain.
     b) What do you mean by current account convertibility? Why capital account convertibility is not possible at this stage in India?

Q.7  a) How ‘Foreign Exchange Regulation Act’ must have acted to keep control on foreign exchange?
     b) Whether the Foreign Exchange Management system is less effective or more liberal then FERA.
End Semester Examination, May 2017
BBA (G) IB- Second Semester
PERSONALITY DEVELOPMENT (BIB-GE-01)

Time: 3 hrs  Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** All questions carry equal marks.

Q.1 Write short notes on **(any four):**
   a) Assertive communication.
   b) Listening skills.
   c) Internal factors that affect the personality of an individual.
   d) Power dressing.
   e) Comprehensive learning.  

**PART-A**

Q.2 What is the importance of effective communication skills in today’s life?  

Q.3 What are listening skills? What are the techniques one needs to adopt to become an effective listener?  

Q.4 What is the importance of “audience analysis” while preparing a presentation. Give 5 tips of effective presentation skills.  

**PART-B**

Q.5 “Reading is the base of understanding life”. In the light of the given statement throw some light on the importance of reading in expanding thinking horizons in life.  

Q.6 What do you understand by “competency mapping”? Why and how is it applied in understanding oneself?  

Q.7 “Effectiveness and “efficiency” are two sides of the same coin. Do you agree with the statement? Give reasons for the same.
Q.1 Answer the following briefly:
a) Define ‘teamwork’.
b) State any two advantages of teams.
c) Define ‘synergy’.
d) Diagrammatically present Maslow’s Need Hierarchy.
e) Define ‘communication’.
f) Write steps of setting goal in a team.
g) Write the concept of inspiration.
h) How team building work in an organization?
i) State any two functions of team.
j) Define ‘leadership’.

PART-A

Q.2 Define ‘team’. Discuss in detail the characteristics of a successful team. 20

Q.3 Define ‘interpersonal communication’. Write in detail the process of communication. 20

Q.4 What is credibility? Explain the factors affecting in building credibility within a team. 20

PART-B

Q.5 Write notes on the following:
a) Recognizing and influencing group.
b) Advantage of building powerful groups. 10x2

Q.6 Define ‘skills’. Explain the type of skills required in a successful team. 20

Q.7 Define ‘motivation’. Discuss the challenges and process of motivation. 20
End Semester Examination, May 2017
B.Com. (Hons) and (Hons-Industry Integrated)- First Semester
BUSINESS ORGANISATION AND MANAGEMENT(CH-1.1)

Time: 3 hrs  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer shortly:
   a) Define ‘co-operative societies’.
   b) State two characteristics of partnership firm.
   c) What is transactional leadership?
   d) Full form of FICCI.
   e) List any two barriers of communication. (True/False)
   g) Growth strategy is a plan for increasing the size and scale of operation. (True/False)
   h) State two qualities of entrepreneurs.
   i) What is network organization?
   j) Define ‘decision making’.

Q.1 Answer the following questions:
   k) What are objectives of FICCI?
   l) Differentiate between public company and private company.
   m) Explain advantages of multinational corporations.
   n) Explain SWOT analysis and its role in strategic management.

UNIT-I

Q.2 a) Explain the nature, scope and objectives of business. 8
   b) Differentiate between industry, trade and commerce. 7

Q.3 a) What do you mean by joint stock company? Explain the features of it. 7
   b) Briefly explain the business and environment interface. 8

UNIT-II

Q.4 Discuss the concept and nature of entrepreneurship. Also explain the entrepreneurial process. 15

Q.5 a) Explain the business and government interface in detail. 10
   b) Explain the functions of stock exchange of India. 5

UNIT-III

Q.6 a) Discuss the steps involved in the process of strategy formulation. 8
   b) What is environmental analysis? How does it differ from environmental diagnosis? 7

Q.7 a) What is matrix organization? Explain its merits and demerits in detail. 7
   b) Explain the process of decision making in detail. 8

UNIT-IV

Q.8 Write short notes on:
a) Two factor theory given by Herzberg.
b) Managerial grid.

Q.9 Explain the process of managerial control. What are the principles of effective control system?
End Semester Examination, May 2017
B.Com. (Hons) and Industry Integrated-First Semester
FINANCIAL ACCOUNTING(CH-1.2)

Time: 3 hrs Max Marks: 100
No. of pages: 2

Note: Attempt Five questions in all; taking at least one question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions in one sentence:
a) Define ‘accounting.’
b) Differentiate between ‘book keeping’ and ‘accounting’.
c) Define ‘materiality concept of accounting’.
d) What are the methods available for depreciating the assets? Name any four.
e) When the property in goods transferred under the hire-purchases agreement?
f) Define ‘partnership deed’.
g) Define ‘gaining ratio’.
h) What do you mean by ‘amalgamation’?
i) Give accounting treatment of adjustment given as outstanding rent and rent received in advance.
j) Define ‘going concern concept’.

Write short notes on any two of the following:
k) Differentiate between ‘SLM’ and ‘WDV’ methods of depreciation.
l) Differentiate between ‘hire purchase’ and ‘installment purchase system’.
m) Users of financial accounting information.

Q.2 Explain the various branches of accounting. Differentiate between management accounting and financial accounting. 15

Q.3 Explain the following accounting standards in detail:
a) AS – 3 (Revised)  15
b) AS – 9

Q.4 Explain various provisions regarding depreciation policy as given under accounting standard 6 (AS – 6) along with suitable examples. 15

Q.5 Journalize the following transactions, post them into ledger, balance the accounts and prepare a trial balance:
a) 01 March 2016 S.S. Started business with cash Rs. 80,000
b) 02 March 2016 Purchased goods for cash Rs. 36,000
c) 03 March 2016 Machinery Purchased for cash Rs. 4,000
d) 04 March 2016 Purchase Goods: from Raghu Rs. 22,000
   and Dilip Rs. 30,000
e) 06 March 2016 Returned goods to Raghu Rs. 4,000
f) 08 March 2016 Paid to Raghu (In full Settlement) Rs. 17,500
g) 10 March 2016 Sold Goods to M & Co. for Rs. 32,000
and 5% trade discount

h) 13 March 2016 Received from M & Co. and Rs. 19,800
   Discount allowed Rs. 200

i) 15 March 2016 Paid cash to Dilip and Rs. 14,850
   Discount received Rs. 150

j) 20 March 2016 Sold goods for cash Rs. 25,000

k) 24 March 2016 Sold goods to Sudhir for cash Rs. 18,000

l) 25 March 2016 Paid Rent Rs. 1,500

m) 26 March 2016 Commission received Rs. 2000

UNIT-III

Q.6 Explain the objectives of preparing trading account, profit & loss account and balance sheet. Also discuss the treatment of following adjustments:
   a) Outstanding expenses.
   b) Prepaid expenses.
   c) Income received in advance.
   d) Accrued income.
   e) New provision for doubtful debts.

Q.7 Cash and hire purchase price of a machine are Rs. 3,00,000 and Rs. 4,00,000 respectively. This machine is sold on hire – purchase system on 1st April 2011 and payment is made in four half yearly installments of Rs. 1,00,000/- each. It was agreed that the machine will be maintained free of charge for a period of two years. The actual expenses of maintenance were Rs. 10000 and Rs. 25000 for the first and second year respectively, though past experience showed that there were Rs. 50,000 out of which 7000 was for first year.
   Pass the necessary journal entries in the books of hire vendor. Books are closed on 31st March every year. Also prepare repair reserve account.

UNIT-IV

Q.8 A, B and C started business on 1st April 2014, sharing profits in the ratio of 3:2:1. Their combined capitals were Rs. 96000 which was shared in profit sharing ratio. They are entitled to 10% p.a. interest on capitals. Profits for the year 2014-15, before allowing interest on capitals were Rs. 39600. They draw Rs. 10000; Rs. 7500 and Rs. 6000 respectively during the year. They decided to dissolve the firm on 31st March 2015 and their creditors as on that date were Rs. 50000/-. In addition, A had given a loan of Rs. 5000 to the firm. There were liabilities amounting to Rs. 12000, not shown in the books and these had also to be paid.
   Assets realized for Rs. 120000. Creditors for Rs. 40,000/- were taken over by A for Rs. 36000. Balance of the creditors were paid at a discount of 5%. Prepare necessary accounts.

Q.9 Write short notes on (any two):
   a) Gaining ratio and sacrificing ratio.
   b) Purchase consideration.
   c) Treatment of goodwill at the time of admission of new partner.
Time: 3 hrs  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. **Q.1 is compulsory.** All questions carry equal marks.

Q.1 Answer the following questions:
   a) Define ‘demand’.
   b) State the law of supply.
   c) Give two factors causing a rightward shift of the demand curve.
   d) Define ‘MRTS_{LK}’.
   e) What is excess demand?
   f) Define ‘consumer surplus’.
   g) Draw an indifference curve showing that goods X and Y are perfect complements of each other.
   h) Define ‘price elasticity of supply’.
   i) What is a budget line?
   j) Explain increasing returns to scale.

Q.2 Answer the following in brief:
   k) Explain the relationship between Marginal Cost (MC) and Average Variable Cost (AVC) in the short run.
   l) Give any two properties of an isoquant.
   m) Differentiate between ‘fixed cost’ and ‘sunk cost’.
   n) Discuss the importance of studying economics.

Q.3 Define ‘economic systems’. Discuss the features of a free market economy in detail. 15

UNIT-I

Q.4 Using the indifference curve approach, explain how a consumer attains equilibrium. 15

UNIT-II

Q.5 Decompose the price effect into substitution effect and income effect for a normal good. 15

Q.6 a) ‘A firm operating under perfect competition is a price taker’. Explain why? 5
   b) Explain the three stages of production given by the law of variable proportions. 10

UNIT-III

Q.7 Using a well labeled diagram, show that a firm operating under perfect competition can earn super normal profits in the short run. 15

UNIT-IV

Q.8 a) Explain the basic assumptions of monopoly in detail. 7
b) “Monopoly leads to dead weight loss, which generates inefficiencies in the market”. Justify.

Q.9 What do you understand by derived demand? Explain determination of equilibrium wage rate in a perfectly competitive labour market.
End Semester Examination, May 2017
B. Com. (Hons.andIndustry Integrated) - First Semester
BUSINESS LAW(CH-1.4)

Time: 3 hrs. Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) State whether the following statements are TRUE or FALSE:
   i) All agreements between parties are enforceable in a court of law.
   ii) A specific offer may be accepted by anyone.
   iii) No consideration is necessary to create an agency.
   iv) Every limited liability partnership have at least two designated partners who are individuals and atleast one of them is a resident of India.
   v) A contract of insurance is a wagering contract. 2\times 5

b) Fill in the blanks:
   i) The person making the proposal is ________.
   ii) Consideration may be ________, ________ and ________.
   iii) The collateral transactions to an illegal agreement are ________.
   iv) A minor is a person who has not completed ________ year of age.
   v) A minor can be personally liable for ________ supplied to him. 2\times 5

c) Answer in brief (ANY FOUR):
   i) What is ratification of agency?
   ii) Describe in brief the kinds of Quasi-contracts.
   iii) Enumerate the right and liabilities of surety under contract of indemnity.
   iv) What is whistle blowing? Illustrate with suitable example.
   v) Explain the conditions and warranties implied by law in a contract of Sale of Goods. 4\times 5

UNIT-I

Q.2 For a valid contract, there would be the consent of either of the parties as they agree upon the same thing in the same senses. 15

Q.3 What is “bailment”? Elaborate the duties and rights of Bailor and Bailee in detail 15

UNIT-II

Q.4 What is “contract Sale of Goods” and discuss the essential elements of a contract of sale. Also differentiate between ‘Sale’ and ‘agreement to sell’. 15

Q.5 a) What is “delivery of Goods”? Illustrate with suitable examples the ‘rules as to delivery of Goods’. 10
   b) Discuss the rights and duties of the buyer. 5

UNIT-III

Q.6 What is limited liability partnership (LLP) agreement? Write a detailed note on contribution and financial disclosure in LLP. 15

Q.7 Write a detailed note on ‘conversion of LLP with suitable example’. 15
UNIT-IV

Q.8 What do you understand by the term under “Information Technology Act., 2000? Discuss the various provisions relating to “offense (chapter XI-Secs.65 to 78)”, in detail.  

Q.9 a) Write a detailed note on ‘penalties compensation and adjudication’ (Chapter IX-Sec.43 to 47).  

b) What do you understand by the term ‘electronic signature’? Discuss the various provisions relating to ‘electronic signature certificates’.
End Semester Examination, May 2017  
B. Com. (Hons.) and Industry Integrated—Second Semester  
BUSINESS STATISTICS (CH-2.1)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1  
a) **Write short notes on:**
   i) Find harmonic mean for the series 5, 7, 11, 13.
   ii) Why fisher’s index number is said to be ideal?
   iii) Give an example of individual and continuous series.
   iv) What is the difference between frequency and mode?
   v) Calculate arithmetic mean for the following series: 18, 24, 28, 21, 19, 17, 30, 32.
   vi) Find geometric mean of the series 2, 4, 8.

b) **State weather the following statements are TRUE/FALSE:**
   i) The highest value of correlation is -1.
   ii) The two regression coefficients are byx = -0.78 and bxy = 0.98.
   iii) Paaschis Index number satisfies both time reversal and factor reversal test.
   iv) The relation between the three averages is A.M.>G.M.>H.M.

2×6

c) **Answer the following:**
   i) In a signal throw of two dice, find the probability of a total of 9 or 11.
   ii) A man cover’s first 30 km at an average speed of 80 km/hr., another 20 km at 30 km/hr and last 20 km at 20 km/hr, find the average speed of the entire journey.
   iii) Calculate quartile deviation for given data:
   
<table>
<thead>
<tr>
<th>C.I.</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
</tr>
</thead>
<tbody>
<tr>
<td>F:</td>
<td>5</td>
<td>8</td>
<td>11</td>
<td>6</td>
<td>3</td>
</tr>
</tbody>
</table>

   iv) What is skewness? How does it differ from kurtosis?

5×4

**UNIT-I**

Q.2  
Calculate mean, median, mode, Q₃, D₈ and P₆₉ for the data given below:

<table>
<thead>
<tr>
<th>Marks:</th>
<th>0-2</th>
<th>2-4</th>
<th>4-6</th>
<th>6-8</th>
<th>8-10</th>
<th>10-12</th>
<th>12-14</th>
<th>14-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of Students:</td>
<td>2</td>
<td>5</td>
<td>7</td>
<td>11</td>
<td>9</td>
<td>4</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

15

Q.3  
a) What do you mean by dispersion/variation? Explain different measures of dispersion.

b) Calculate mean and standard deviation for given data:

<table>
<thead>
<tr>
<th>C.I.</th>
<th>0-4</th>
<th>4-8</th>
<th>8-12</th>
<th>12-16</th>
<th>16-20</th>
<th>20-24</th>
<th>24-28</th>
</tr>
</thead>
<tbody>
<tr>
<td>F:</td>
<td>3</td>
<td>7</td>
<td>11</td>
<td>14</td>
<td>9</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

8

**UNIT-II**

Q.4  
a) A problem in statistics is given to three students whose chances of solving it are \(\frac{1}{2}, \frac{1}{3}, \text{ and } \frac{1}{4}\) respectively. What is the probability that problem will be solved.
b) In a certain manufacturing process, 5% of the tools produced turn out to be
defective. Find the probability that in a sample of 40 tools at most 2 will be
defective. (Given $e^{-2} = 0.135$).

Q.5 a) A Company is having its office in Gurgaon. It employs 80 people out of which 25
are females and 55 are males. 5 female and 20 male employees reside in Gurgaon
and the remaining employees reside in Delhi. An employee is chosen randomly
and found to reside in Gurgaon, What is the probability that the employee is a
female?

b) The probability that a man will be alive for another 25 years is $\frac{3}{5}$, and the
probability that his wife will be alive for another 25 years is $\frac{2}{3}$. Find the
probability that:
   i) Both will be alive.     ii) Only man will be alive.

\textit{UNIT-III}

Q.6 Find regression equation of $x$ on $y$ and $y$ on $x$ for the data given below:

\begin{center}
\begin{tabular}{ccccc}
\hline
$x$ & 96 & 81 & 94 & 83 \\
$y$ & 63 & 65 & 70 & 60 \\
\hline
\end{tabular}
\end{center}

\begin{center}
\begin{tabular}{ccccccc}
\hline
$x$ & 90 & 82 & 99 & 95 & 86 \\
$y$ & 58 & 61 & 50 & 54 & 69 \\
\hline
\end{tabular}
\end{center}

Q.7 The scores of students in an examination in Math’s and statistics are given below:

\begin{center}
\begin{tabular}{c|cccccccc}
\hline
No. of students & 1 & 2 & 3 & 4 & 5 & 6 & 7 & 8 \\
\hline
\multicolumn{2}{c}{Math’s} & 70 & 48 & 58 & 55 & 54 & 50 & 60 & 51 \\
\multicolumn{2}{c}{Statistics} & 62 & 47 & 53 & 60 & 55 & 68 & 51 & 48 \\
\hline
\end{tabular}
\end{center}

Find:
   i) Karl-Pearson’s coefficient of correlation.
   ii) Rank correlation and compare the two values.

\textit{UNIT-IV}

Q.8 Find out the trend values from the following series by method of least squares:

\begin{center}
\begin{tabular}{lcccccc}
\hline
\hline
Production (in ‘000 tons) & 8 & 10 & 12 & 14 & 16 & 18 \\
\hline
\end{tabular}
\end{center}

Also estimate trend for year 2012.

Q.9 a) What do you mean by index number? Write the problem arises in the construction
   of an index number.

b) Construct fisher’s index number and show that it satisfies time reversal and factor
   reversal test for the data given below:

\begin{center}
\begin{tabular}{l|cc|cc}
\hline
Commodity & 2012 & 2015 & Price & Value \& Price & Value \\
\hline
A & 8 & 32 & 5 & 25 \\
B & 5 & 45 & 6 & 30 \\
C & 6 & 18 & 4 & 12 \\
D & 7 & 49 & 2 & 4 \\
E & 3 & 18 & 5 & 15 \\
\hline
\end{tabular}
\end{center}
End Semester Examination, May 2017
B. Com. (Hons) and (Industry Integrated) – Second Semester
FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM(CH-2.2)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
   a) Can we change the background of a power point presentation in a single click?
   b) Name any two search engines.
   c) Which number represents hexadecimal number system?
   d) Define a network.
   e) What is the meaning of TPS?
   f) Write down the extension of a power point file.
   g) What is TCP?
   h) Write down the formula for adding two numbers in Excel.
   i) MSN is a search engine. (TRUE/FALSE)
   j) Two computers in a network can have same IP address. (TRUE/FALSE) 1×10

UNIT-I

Q.2  a) What is an operating system? Explain its functions in detail.
     b) What is software? Explain application softwares in detail. 5×2

Q.3 Solve the following:
   a) \((89)_2 = (?)_{10}\)
   b) Subtract 11001 from 111101
   c) \((100110.110)_2\) into hexadecimal.
   d) \((102.68)_{10} = (?)_2\) 2½×4

UNIT-II

Q.4 Explain management information system in detail. 10

Q.5 What is a system network? Explain the types of networks in detail. 10

UNIT-III

Q.6 Explain the use of word processor and its applications in different business areas in detail. 10

Q.7 Write down the complete process of mail merge using suitable examples. 10

UNIT-IV

Q.8 Write down the following formulae in Excel with results:
   a) Two mathematical formulae.
   b) Three statistical formulae. 10

Q.9 Write down the use of MS-Excel in any two major businesses. 10
End Semester Examination, May 2017  
B.Com. (Hons.) and B.Com.(Hons.) Industry Integrated– Second Semester  
MICROECONOMICS-II(CH-2.3)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each **UNIT**. **Q.1 is compulsory.** Each question carries equal marks.

**Q.1 Answer the following questions:**  
- a) Give two features of monopoly.  
- b) Give two examples of oligopoly.  
- c) What are public goods? Give an example.  
- d) Give an example of positive externality.  
- e) What do you understand by monopsony?  
- f) Define economic rent.  
- g) What is ‘moral hazard’?  
- h) Write the formula for learners index of monopoly power.  
- i) Give two differences between perfect competition and monopolistic competition.  
- j) Define “Pareto Optimality”.  

**Write short notes on:**  
- k) Principal-agent problem.  
- l) Backward bending labour supply curve.  
- m) Cartels.  
- n) Compare perfect competition with monopoly on the basis of:  
  - i) Welfare  
  - ii) Price and output

**UNIT-I**

**Q.2** What is price discrimination? Under what conditions price discrimination can be practiced? How will a discriminating monopolist allocate his output between two different markets to maximize profits? **15**

**Q.3** What is ‘peak load pricing’? How does the peak load pricing policy ensure efficient distribution of output in peak and off peak periods? **15**

**UNIT-II**

**Q.4** ‘Prices under oligopoly tend to be rigid’. Explain the statement with the help of the kinked demand curve model. **15**

**Q.5** Explain the dominant firm model of price leadership using a well labelled diagram. **15**

**UNIT-III**

**Q.6** Explain ‘derived demand’? Show that the value of marginal product curve is same as the demand curve. **15**

**Q.7** Explain the concept of marginal physical product, value of marginal product and marginal revenue product with the help of examples. **15**

**UNIT-IV**

**Q.8** Distinguish between partial equilibrium and general equilibrium analysis. What does the contract curve indicate in the Edgeworth box diagram? **15**
Q.9 What do you mean by market failure? Explain the role of asymmetric information in market failure.
End Semester Examination, May 2017
B.Com. (Hons.) / B.Com. (H) - Industry Integrated– Second Semester
CORPORATE LAWS(CH-2.4)

Time: 3 hrs. Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q.1 is compulsory. Each question carries equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) There are only two depositories in India.
   b) One person can’t form a legal company.
   c) Government company can be formed by central government only.
   d) Every company should have at least 5 directors.
   e) Doctrine of constructive notice applies to memorandum of Association and Articles of Association. 2×5

Fill in the blanks:
   f) Two main features of company are _________ and _________.
   g) CIN stands for _________.
   h) Number of directorships a director can hold is _________.
   i) _________ company need not to issue prospectus.
   j) Company liquidator under compulsory winding up is appointed by _________.
   k) First auditors of company are appointed by _________.
   l) Proxy should be appointed at least ________ before the meeting. 1×10

Write short notes on:
   m) Statutory Company.
   n) Women Director.
   o) Doctrine of Ultra Vires. 5×4

UNIT-I

Q.2 What do you mean by a company? Explain the features of a company in detail. 15
Q.3 Explain in detail the process of formation of company. What is the position of promoters after formation? 15

UNIT-II

Q.4 What do you mean by misstatement in prospectus? What remedies are available to an aggrieved shareholder for the same? 15

Q.5 a) What is the difference between a shareholder and a member of the company? 5
    b) Explain provision of Companies Act, 2013 in relation to Annual General Meetings. 10

UNIT-III

Q.6 a) Differentiate between whole time Directors and Managing Director. 7
    b) Explain provisions of Companies Act in relation to appointment of Directors. 8
Q.7 Discuss at a length provision for payment of remuneration to Directors. 15

UNIT-IV

Q.8 Write a note on (any one):
Q.9 Explain in detail the working of depositories in India. What are advantages of dematerialization of shares?
Q.1 Correct the grammar in the given sentences:
   a) Stop cry and do your work.
   b) Ram and Rhea were jump from the wall.
   c) My friend is tyred.
   d) Mother cooked tasty food tomorrow.
   e) The truck is speed.
   f) My toy is broke.
   g) The child was slept.
   h) It was hot tomorrow.
   i) His legs are pained.
   j) My friend is lived in America.

Q.2 Write short notes on:
   k) Project Report.
   l) Formal Communication.
   m) Informal Communication.
   n) Business negotiations.

Q.3 What do you understand by ‘business communication’? Write in detail the different types of communications followed in business circles.

Q.4 “Feedback is most important to make communication complete”. Highlight the process of communication keeping in mind the above statement. Name the barriers which make communication incomplete.

Q.5 Write a report on recruiting policy of XYZ Company.

Q.6 Write short notes on:
   a) Minutes of a meeting.
   b) E-correspondence.
   c) Presentations.

Q.7 Write short notes on:
   a) Citing references.
   b) Research tools.
   c) Bibliography.
Q.8 Make a presentation on “Parking Problem” in the office.  

Q.9 Make a speech on the farewell of your boss who is retiring after serving the company for twenty years.
Q.1  Answer the following:
   a) What do you mean by upper triangular matrix?
   b) Give an example of equal and equivalent set.
   c) If \( \begin{bmatrix} 2 & 3 \\ 1 & 2 \end{bmatrix} \) and \( \begin{bmatrix} -1 & 3 \\ 2 & 1 \end{bmatrix} \); find \( AB \).
   d) Define ‘Homogeneity of a function’.
   e) What do you mean by column matrix?
   f) Define ‘continuity of a function’.
   g) What do you mean by symmetric matrix?
   h) Differentiate \( q^x \) w.r.t.x.
   i) Construct a 3\times3 matrix whose elements are given by \( a_{ij} = i + j \)
   j) Integrate \( (x^3 + 8x^2 + x + 1) \) w.r.t.x.  

ii) a) Solve the matrix equation:
\[
\begin{bmatrix} 2 & x & y \\ z & t \end{bmatrix} + 3\begin{bmatrix} 1 & -1 \\ 0 & 2 \end{bmatrix} = \begin{bmatrix} 3 & 5 \\ 4 & 6 \end{bmatrix}
\]
   b) Evaluate: \( \int \frac{1}{\sqrt{5x+3} + \sqrt{5x+2}} \) dx 
   c) Find the local maximum and local minimum values of a function:
\( f(x) = 2x^3 - 21x^2 + 36x - 20 \).
   d) Differentiate \( \frac{2(x+1)}{x^2 + 2x - 3} \) w.r.t.x  

UNIT-I

Q.2  a) Find the adjoint of the matrix \( A = \begin{bmatrix} 1 & 4 & 5 \\ 3 & 2 & 6 \\ 0 & 1 & 0 \end{bmatrix} \) and verify the theorem \( A(adj.A) = |A|I_3 \).  

   b) If \( A = \begin{bmatrix} 1 & 2 & 3 \\ 3 & -2 & 1 \\ 4 & 2 & 1 \end{bmatrix} \); show that \( A^3 - 23A - 40I = 0 \)

Q.3  a) Solve the following system of linear equations:
\[
\begin{align*}
x + 2y - 3z &= -4 \\
2x + 3y + 2z &= 2 \\
3x - 3y - 4z &= 11
\end{align*}
\]
   b) Find the value of x such that:
\[
\begin{bmatrix}
1 & x & 1
\end{bmatrix}
\begin{bmatrix}
1 \\
2 \\
15
\end{bmatrix} 
= 0
\]

\text{UNIT-II}

Q.4 a) If \( y = \log(\sqrt{x-1}-\sqrt{x+1}) \); prove that \( \frac{dy}{dx} = \frac{-1}{2\sqrt{x^2-1}} \)

b) Find the graph of \( y = \log_3 x \).

Q.5 a) Discuss the continuity of the function \( f(x) \) at \( x = 1 \), where:
\[
f(x) = \begin{cases} 
\frac{x^2}{2}, & \text{if } 0 \leq x \leq 1 \\
2x^2 - 3x + \frac{3}{2}, & \text{if } 1 < x \leq 2
\end{cases}
\]

b) Verify that \( \frac{dy}{dx} \cdot \frac{dx}{dy} = 1 \) if \( ax^2 + 2hxy + by^2 = 0 \)

\text{UNIT-III}

Q.6 a) Evaluate:
\[
\int \frac{x^2 + x + 1}{(x-3)^3} \, dx
\]

b) Verify Euler’s Theorem for the function:
\[
f(x, y) = x^3 + 5x^2 y + y^3
\]

Q.7 a) Evaluate:
\[
\int \frac{(x+1)(x+\log x)^3}{2x} \, dx
\]

b) Evaluate:
\[
\int x \log(1+x) \, dx
\]

\text{UNIT-IV}

Q.8 a) Calculate: C.I. for Rs. 8320 at 20\% p.a. for 1\frac{1}{2} \text{ years compounded semi-annually.}

b) Solve the following L.P.P. by using graphical method:
Maximize: \( Z = 600x + 400y \)
Subject to:
\[
\begin{align*}
x + 2y &\leq 16 \\
x + y &\leq 9 \\
4x + y &\leq 24
\end{align*}
\]
and \( x, y \geq 0 \).

Q.9 a) A diet for a sick person must contain at least 4000 units of vitamins, 50 units of minerals and 1400 units of calorie. Two foods A and B are available at a cost of Rs. 4 and Rs. 3 unit respectively. If one unit of food A contains 200 units of vitamin, 1 unit of mineral and 40 units of calories, and one unit of food B contains 100 units of vitamin, 2 units of minerals and 40 units of calories. Formulate the given problem as a linear programming problem.

b) At what rate of compound interest p.a. will be Rs. 1250 amount to Rs. 1800 in two years?
Q.1  State whether the following statements are TRUE or FALSE:

a) Agricultures income is exempted, provided the land is situated in India.

b) A foreign company is always non-resident in India.

c) If the rent is paid for the house situated in Delhi, the house rent allowance exempt to the maximum extent of 40% of salary.

d) Brought forward house property loss can only be set off from income under the head of house property in the subsequent assessment year.

e) A corporate entity can be taxed as per the provision.

Q.1 is compulsory.

Fill in the blanks:

f) If there is a transfer of income by a person to another person without the transfer of the assets from which income arises such income shall be included in the income of __________.

g) Monthly pension received by a Govt. employer is __________.

h) If a firm earns agriculture income it will be exempt in the hands of __________.

i) Loss under the head of house property can be carried forward for ________ years.

j) Any gift received on the occasion of the ________ of the individual is fully exempt.

k) Municipal taxes are deductible from the gross annual value only when these are ________ during the previous year.

l) Deduction in respect of contribution to recognized provident fund under section 80C is allowed to __________.

Q.2  Explain in brief:

j) The essential features of the term “Income”.

k) Kinds of provident fund.

l) Expenditure on scientific research.

m) Carry forward of business losses.

Write short notes on:

n) Previous year, assessment year.

o) Deduction in respect of rent paid in section 80GG.

p) Alternative minimum tax (AMT) on all persons other than company.

q) The procedure for allotment of PAN.

r) The consequences if the return of loss is not filed within the due date.

UNIT-I

Q.2  How would you determine the residential status of an individual? Explain.  


b) Write short notes on the following:

i) Person  ii) Gross total income  iii) Assessee

UNIT-II

Q.4  a) Mr. Suresh is Govt. employer. His salary details for the FY 2015-16 are as follows:

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2  
Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each.
Q.5 Shree Anil furnishes the following particulars of his income for the FY 2015-16. Compute income under the head of other sources.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Dividend on equity shares</td>
<td>600/-</td>
</tr>
<tr>
<td>ii) Dividend on preference shares</td>
<td>3200/-</td>
</tr>
<tr>
<td>iii) Income from letting on hire of building of machinery under one composite lease</td>
<td>17000/-</td>
</tr>
<tr>
<td>iv) Interest on bank deposits</td>
<td>2500/-</td>
</tr>
<tr>
<td>v) Director sitting fees received</td>
<td>1200/-</td>
</tr>
<tr>
<td>vi) Ground rent received</td>
<td>600/-</td>
</tr>
<tr>
<td>vii) Income from undisclosed sources</td>
<td>10000/-</td>
</tr>
<tr>
<td>viii) Amount received on account of winnings from lotteries</td>
<td>14000/-</td>
</tr>
</tbody>
</table>

The following deductions are claimed by him:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Collections changes of pref. dividend</td>
<td>200/-</td>
</tr>
<tr>
<td>ii) Allowable depreciation on building and machinery</td>
<td>4000/-</td>
</tr>
<tr>
<td>iii) Fire insurance of building &amp; machinery</td>
<td>100/-</td>
</tr>
</tbody>
</table>

Q.6 Explain the provisions of Income Tax Act regarding set off and carry forward and setoff of losses under different heads of income.  

Q.7 R, S, G are partners in a firm sharing profit and losses in the proportions of 3:3:2 respectively. The profit and loss account for the year ended 31.03.2016 is as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Sundry trade=</td>
<td>2,00,000/-</td>
</tr>
<tr>
<td>By gross profit b/d =</td>
<td>8,20,000/-</td>
</tr>
<tr>
<td>By interest on Govt. securities (Grosses) =</td>
<td>16,000/-</td>
</tr>
<tr>
<td>Expenses:</td>
<td></td>
</tr>
<tr>
<td>To interest on capital @ 24%</td>
<td>54,000/-</td>
</tr>
<tr>
<td>R 24000/-</td>
<td></td>
</tr>
<tr>
<td>S 18000/-</td>
<td></td>
</tr>
<tr>
<td>G 12000/-</td>
<td></td>
</tr>
<tr>
<td>Total =</td>
<td>8,36,000/-</td>
</tr>
<tr>
<td>To rent to S =</td>
<td>48,000/-</td>
</tr>
<tr>
<td>To salary to S =</td>
<td>3,45,000/-</td>
</tr>
<tr>
<td>To commission to G =</td>
<td>1,15,000/-</td>
</tr>
<tr>
<td>To net profit =</td>
<td>74,000/-</td>
</tr>
<tr>
<td>Total =</td>
<td>8,36,000/-</td>
</tr>
</tbody>
</table>

Compute the total income of the firm and taxable income of three partners in the firm. S & G are working partners and salary is given to them as per partnership.
Q.8  Can a return submitted by an assesse be revised? If so, what are the circumstances under which it can be revised? What is the time limit for submission of such return?

Q.9  Write short notes on:
    a) Deduction of tax at sources on interest on securities.
    b) Deduction of tax at source on winnings from horse race.
    c) Deduction of tax at source on insurance commission.
End Semester Examination, May 2017  
B.Com. (Hons) and -Industry Integrated– Third Semester  
MACRO ECONOMICS(CH-3.3)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 1

Note:  
Attempt FIVE questions in all; taking at least ONE question from each Unit. 
Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions: 

a) To show the flows of expenditure and income, the economy is divided into ______ sectors.

b) In Keynesian model of income determination, the equilibrium level of income is determined where ________ = ________.

c) Define ‘inflation’.

d) Show the relationship between inflation and unemployment with the help of a graph.

e) Rate of inflation = ___________ X 100.

f) Term ‘residents’ means ________.

g) NPV = __________ — __________.

h) SLR = __________.

2x10

Answer the following questions in brief:

i) Describe an economy as circular flows of income and expenditure. What are important identities?

j) Write a short note on ‘Repo-rate’.

k) Differentiate between natural and frictional unemployment.

l) Write a short note on ‘adaptive and rational expectation’.

5x4

UNIT-I

Q.2 What are the major macro-economic issues which make the subject matter of macro-economics?

15

Q.3 How does the addition of government sector to the two sector model change the structure of the model and of the circular flows?

15

UNIT-II

Q.4 Define ‘LM curve’. Derive it graphically and explain the relationship between interest rate and income.

15

Q.5 What is meant by fiscal policy? Explain the general objectives and instruments of fiscal policy.

15

UNIT-III

Q.6 Explain the relationship between inflation and employment. Is achieving a high rate of employment by means of inflation always desirable?

15

Q.7 Explain the concept of the present value of a future income. Explain why it is necessary in investment decision to discount the future income stream.

15

UNIT-IV

Q.8 Explain Baumol-Tobin theory for demand for money.

15
Q.9 Distinguish between exchange depreciation and devaluation. How does devaluation work to correct the disequilibrium in the balance of payments?
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated)-Third Semester
FUNDAMENTALS OF MARKETING (CH-3.4)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
a) Full form of STP.
b) What is marketing Myopia?
c) List the levels of product.
d) List the elements of branding.
e) List the bases of positioning.
f) List the different types of consumer products.
g) Name the bases of positioning.
h) List the characteristics of service marketing.
i) Define ‘social marketing’.
j) List any two characteristics of rural marketing.
k) Explain any two concepts of marketing.
l) What are the major factors influencing buyer behavior?
m) Type of buyers.
n) Specialty stores.
o) What are the distinctive characteristics of rural markets?

Q.2 Answer in brief:
2x10
k) Explain any two concepts of marketing.
l) What are the major factors influencing buyer behavior?
m) Type of buyers.
n) Specialty stores.
o) What are the distinctive characteristics of rural markets?

UNIT-I

Q.2 a) What is consumer behaviour? Explain the process of consumer buying behaviour with the help of mobile phones.
b) Discuss the importance of marketing.
10
5

Q.3 a) What is marketing mix? Explain the elements of marketing mix.
b) Discuss the factors affecting consumer buying behavior.
8
7

UNIT-II

Q.4 What are the stages of product life cycle? Explain suitable marketing strategies for different stages of product life cycle.
15

UNIT-III

Q.6 Explain the major pricing strategies used by the marketers.
15
Q.7 What is promotion? Explain the ingredients of promotion mix in detail.
15

UNIT-IV

Q.8 Briefly explain the types of retailing with examples.
15
Q.9 Why the rural marketing is becoming so important? What are constraints in rural marketing?
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated) – Fourth Semester
INDIRECT TAXES (CH-4.1)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each UNIT. Q. 1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) Excise duty is applicable to _______.
   b) _____ is the major benefit of a SSI unit under section 5A of Central Excise Act.
   c) Indian territorial waters extended up to _____ from the base line on the coast of India.
   d) Custom duty has to be paid within ______ days (excluding holidays) of the determination of such duty.
   e) VAT is levied and collected by ________.
   f) A special VAT rate of ____% only for gold and silver ornaments.
   g) Service tax is governed and administered by ________ in India.
   h) A small service provider is allowed exemption of service tax upto the total value of services of Rs. ______ if certain conditions are satisfied.
   i) The point of taxation of services shall be the date when the service shall be _______. (Offered / provided)
   j) _______ duty under CTA, 1975 is levied to protect the interest of any industry established in India.

   Answer the following questions in brief:
   k) Define Indian Custom Waters.
   l) What is the meaning of transaction value for import of foods?
   m) Define the term small-scale industry (SSI) under Central Excise Act.
   n) What do you mean by Reverse Charge Mechanism?
   o) When the registration is compulsory under state VAT Law? 3x5

Write short notes on (Attempt any three):
   p) Define ‘manufacture as per Central Excise Act’.
   q) Explain the provisions relating to baggage.
   r) What is meant by ‘best judgment assessment’ under VAT Laws?
   s) Write down the provisions regarding filing of service tax returns. 5x3

UNIT-I

Q.2 a) List any ten services which have been exempted from service tax by Mega Notification No 25/2012. 10
   b) What are compounding schemes under Service Tax Laws? 5

Q.3 Mention the services that have been specified in the negative list and explain them in detail. 15

UNIT-II

Q.4 Explain the provisions regarding ‘Input Tax Rebate’ under VAT Laws. 15

Q.5 What do you mean by Value Added Act? Give justification of VAT in India. 15
UNIT-III

Q.6 What is the general procedure for excisable goods? How is the payment of excise duty made? 15

Q.7 a) Write down the rules for valuation of excisable goods for the purposes of changing of excise duty specially to MRP. 8
   b) Explain the procedure for obtaining registration under the Central Excises Act, 1944. 7

UNIT-IV

Q.8 What do you mean by ‘custom duty’? Write down the various types of customs duty in India. 15

Q.9 a) Explain valuation rules under custom duty in detail. 10
   b) Write a note on: ‘import manifest’. 5
End Semester Examination, May 2017  
B.Com. (Hons) and (Industry Integrated)-Fourth Semester  
COST ACCOUNTING(CH-4.2)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:  
   a) Total of indirect costs is called prime cost.  
   b) Cost accounting is a part of management accounting.  
   c) Delivery van express is a part of selling overheads.  
   d) In estimating cost of building contracts process costing is used.  
   e) Costing and cost accounting are the same.  

   Fill in the blanks:  
   f) Main objective of cost accounting are _______ and _______.  
   g) Three elements of costs are ________, ________, and ________.  
   h) Fixed cost _______ with change in level of output.  
   i) Distribution of common items of overheads to different departments is called ________.  
   j) In contract costing the profit on in-completed contracts is called _______.  

   Write short notes on:  
   k) Time keeping.  
   l) Under absorption of overheads.  
   m) Notional profits in contract costing.  
   n) Different between job costing and batch costing.

UNIT-I

Q.2 Prepare a cost sheet form following data:  
   Raw material consumed Rs. 15000/-  
   Direct labor Rs. 9000/-  
   Direct expenses Rs. 900/-  
   Machine hour rate Rs. 5/-  
   Machine hour worked 900 hours  
   Administrative overheads Rs. 3000/-  
   Stock of raw material at beginning Rs. 5000/-  
   at end Rs. 7500/-  
   Selling overheads Rs. 1 per unit  
   Units produced 17,100  
   Units sold 16000@ Rs. 5 per unit

Q.3 Discuss classification of costs in detail.

UNIT-II

Q.4 What is labor turnover? Explain in detail causes and treatment of costs associated with labor turnover.
Q.5 A factory has 3 production departments and two service departments. The overheads departmental distributor summary shows the following:

<table>
<thead>
<tr>
<th>Production Dept.</th>
<th>Service Dept.</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>X</td>
</tr>
<tr>
<td>B</td>
<td>Y</td>
</tr>
<tr>
<td>C</td>
<td></td>
</tr>
<tr>
<td>Total overheads</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td>15,500</td>
</tr>
<tr>
<td></td>
<td>14,800</td>
</tr>
<tr>
<td></td>
<td>8500</td>
</tr>
<tr>
<td></td>
<td>1050</td>
</tr>
</tbody>
</table>

The expenses of service departments are to be charged on a % basis as follows:

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>X</th>
<th>Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
<td>40%</td>
<td>30%</td>
<td>20%</td>
<td>-</td>
<td>10%</td>
</tr>
<tr>
<td>Y</td>
<td>30%</td>
<td>40%</td>
<td>10%</td>
<td>20%</td>
<td>-</td>
</tr>
</tbody>
</table>

Show how the expenses of service department are to be charged to production department.

**Q. 6**

a) Differentiate between job costing and contract costing.

b) The following were expenditure on a contract for Rs. 12,00,000/- commenced in January 2016.

<table>
<thead>
<tr>
<th>Description</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material</td>
<td>2,40,000/-</td>
</tr>
<tr>
<td>Wages</td>
<td>3,28,000/-</td>
</tr>
<tr>
<td>Plant issued</td>
<td>40,000/-</td>
</tr>
<tr>
<td>Overheads</td>
<td>17,200/-</td>
</tr>
<tr>
<td>Work certified</td>
<td>8,000/-</td>
</tr>
</tbody>
</table>

Cash received was Rs 4,80,000/- till the end of calendar year being 80% of work certified. The material in hand at the end was Rs. 12,00,000/- and plant depreciated @ 20% p.a. Prepare contract A/C.

Q.7 a) Discuss special features of contract costing.

b) Write a note on job costing and give pro forma of job cost sheet.

**Q. 8**

How joint products are different from by products? Explain briefly the methods used for accounting for them.

Q.9 A process passes through two processes A to B and thereafter transferred to finished stock. The output of A passes to B and form B to finished stock. From following information prepare process accounts.

<table>
<thead>
<tr>
<th>Description</th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Input</td>
<td>20,000 units @ Rs. 1 per units</td>
<td></td>
</tr>
<tr>
<td>Output</td>
<td>19000/-</td>
<td>16600/-</td>
</tr>
<tr>
<td>Normal wastage</td>
<td>5%</td>
<td>10%</td>
</tr>
<tr>
<td>Direct material</td>
<td>24000/-</td>
<td>14000/-</td>
</tr>
<tr>
<td>Direct labor</td>
<td>28000/-</td>
<td>18000/-</td>
</tr>
<tr>
<td>Manufacturing expenses</td>
<td>23100/-</td>
<td>26468/-</td>
</tr>
<tr>
<td>Value of normal wastage</td>
<td>Rs. 10/- per 100 units</td>
<td>Rs. 10/- per 500 units</td>
</tr>
</tbody>
</table>
Q.1 Define the following terms:
   a) Recruitment.
   b) HRD.
   c) Rightsizing.
   d) Dismissal.
   e) Industrial Dispute.
   f) VRS.
   g) Induction.
   h) Job Design.
   i) Surplus.
   j) Organization change.

   Write short notes on:
   k) Distinguish between personnel management and human resource management.
   l) Write any five qualities of HR manager.
   m) Differentiate between job enlargement menu and job rotation.
   n) Define strategic HRM.

Q.2 Define HRM. Identify and discuss the managerial and operative functions of human resource management.

Q.3 Define HR planning. Describe the process of human resource planning with suitable illustrations.

Q.4 Explain the following in brief:
   a) Job description.
   b) Role analysis.
   c) Job specification.

Q.5 Write short notes on the following:
   a) Types of employment test.
   b) Types of interview.

Q.6 Define training. Discuss the on – the – job and off – the – job methods of training in the organization.

Q.7 Define performance appraisal. Elaborate in detail the techniques of performance appraisal.
Q.8 Explain the significance of health and safety in effective management of human resources.

Q.9 Write short notes on the following:
   a) Time wage rate.
   b) Piece wage rate.
End Semester Examination, May 2017
B.Com. (Hons and Industry Integrated) - Fourth Semester
INDIAN ECONOMIC POLICIES (CH-4.4)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statement are true or false:
   a) Agricultural credit is the life line of agricultural activity.
   b) The objective of the private sector is to maximize profit.
   c) Mixed economy is the framework of planning in India.
   d) Foreign direct investment is needed to raise the investment level.
   e) India is one of the founder members of the WTO. 2x5

Fill in the blanks:
   f) GATT stand for ________.
   g) The objective of WTO is ________.
   h) _______ and _______ are the components of BOP.
   i) _______ is a non-banking financial institution. 2x5

Answer the following questions in brief:
   j) What are the reasons of low productivity of agriculture in India?
   k) Explain different forms of economic inequalities prevailing in India.
   l) Write a note on disguised unemployment in India.
   m) Describe occupational structure of an economy. 4x5

UNIT-I

Q.2 What is meant by economic development? Explain the main element of economic development. 15

Q.3 a) Distinguish between economic growth and economic development. 7
    b) How is human development different from human capital? Explain. 8

UNIT-II

Q.4 Explain the main features of underdeveloped economy. Do you think that India is still an underdeveloped country? 15

Q.5 Write short notes on:
   a) Capital formation leads to economic development. 7
   b) Various reform measures undertaken in India since 1990’s. 8

UNIT-III

Q.6 Examine the nature and causes of unemployment in India. What steps have been taken by the government to solve the problem? 15

Q.7 Explain the nature and causes of rural poverty in India. What has been the impact of economic reforms initiated since 1991 on rural poverty? 15

UNIT-IV

Q.8 Write short notes on:
   a) Role of foreign capital. 7
b) Phases of green revolution.

Q.9 Explain the role played by the public sector enterprises in the economic development of India. What are the main reasons for their poor performance?
End Semester Examination, May 2017
B.Com. (Honsand Industry Integrated)-Fourth Semester
ENVIRONMENTAL STUDIES(CH-4.5)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
a) World environmental day is celebrated on __________.
b) __________ resources cannot be generated.
c) When variations occur within a species due to new combinations of genes, this is called __________ diversity.
d) __________ act provides for setting up of National Parks and Wildlife sanctuaries.
e) Ozone concentration is measured in __________ units.
f) GIS stands for ____________.
g) HIV infected person’s shows a decline in __________ cells, thereby reducing their immune system.

Answer the following:
h) Differentiate between ‘Sound and Noise’.
i) Define ‘ecology’.
j) Consumption of over–population is a characteristic of developing countries. (True/False)

Write short notes on the following:
k) Soil Erosion.
l) Ecological Succession.
m) Bhopal Gas Tragedy
n) Population Explosion.

UNIT-I

Q.2 Give an account of formal and non-formal environmental education being imparted in our country. 15

Q.3 Describe the role of individual in conservation of natural resources. 15

UNIT-II

Q.4 Differentiate between following:
a) Primary succession and secondary succession.
b) Food chain and food web. 7.5x2

Q.5 Define ‘biodiversity’. Describe the benefits of biological diversity in detail. 15

UNIT-III

Q.6 Write notes on following:
a) Acid rain.
b) Harmful effects of water pollution.
c) Measures to control air pollution. 5x3

Q.7 What is the significance of rain water harvesting management? 15

UNIT-IV

277/3
Q.8 Explain the role and impact of information technology in environment and human health in detail.

Q.9 Write a note on 'pond ecosystem'.
End Semester Examination, May 2017  
B.Com. (Hons) and (Industry Integrated)—Fifth Semester  
MANAGEMENT ACCOUNTING(CH-5.1)

Time: 3 hrs  
Max Marks: 100

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. Marks are indicated against each.

Q.1 State whether the following statements are TRUE or FALSE:
a) Management accounting is primarily to assist management in performing various functions.
b) The process of preparing a budget is called budgeting.
c) Standards are arrived at based on past performance.
d) Budgets can be operated without standard.
e) Standard cost is also known as pre-determined cost of production.  

Fill in the blanks:
f) MCV = __________ + __________.  
g) Idle time variance is always __________.  
h) Contribution = __________ + __________.  

Answer the following questions (any four):
i) Differentiate between management and financial accounting.  
j) Define marginal costing.  
k) Differentiate between marginal and absorption costing.  
l) Calculate P/V ratio:  

<table>
<thead>
<tr>
<th></th>
<th>Period I</th>
<th></th>
<th>Period II</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Cost</td>
<td>Rs. 4,50,000/-</td>
<td></td>
<td>Rs. 6,50,000/-</td>
</tr>
<tr>
<td>Profit</td>
<td>Rs. 50,000</td>
<td></td>
<td>Rs. 1,00,000</td>
</tr>
</tbody>
</table>

m) Write a note on ‘Zero base budgeting’.  

UNIT-I

Q.2 What are the tools and techniques used in management accounting? Explain them briefly.  

Q.3 Discuss the essentials of a good budgetary control system. Explain briefly the steps in setting up a budgetary control system.  

UNIT-II

Q.4 a) Distinguish between fixed and flexible budget.  

b) Discuss the role of management accounting in decision making.  

Q.5 Define ‘standard cost and standard costing’. Explain the process of calculating material and labor variances.  

UNIT-III

Q.6 Write short notes on:-  
a) Breakeven point  
b) Limitation of marginal costing.  

279/3
Q.7  If sales Rs. 4,00,000/- total variable cost Rs. 3,00,000/- and profit Rs. 40,000/-, calculate the following:
   a) Breakeven point.
   b) Margin of safety.
   c) Profit-volume ratio.

UNIT-IV

Q.8  What do you understand by responsibility accounting? Explain its advantages and disadvantages in detail.  15

Q.9  a) Distinguish between cost centers and responsibility centers.  8
    b) Write a note on 'divisional performance evaluation’.  7
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated)– Fifth Semester
BANKING(CH-5.2)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each.

Q.1 Fill in the blanks:
   a) _______ are short term promissory note issued by government.
   b) In _________ existing securities are traded.
   c) _________ is process of converting dematted share into physical share.
   d) _________ is first development bank in India.
   e) The validity period of certificate of registration of merchant banker is ____.

   2x5

State whether the following statements are TRUE or FALSE:
   f) The markets for longterm debt and equity are called capital markets.
   g) The derivative market is also a source of financing.
   h) NABARD is an apex institution in the field of integrated rural development.
   i) Life insurance companies are more likely to invest in corporate capital market securities than commercial banks.
   j) Treasury Bonds are similar to Treasury Notes.

   2x5

Write short notes on:
   k) Working capital finance.
   l) Industrial financial corporation of India.
   m) Flow of fund matrix?
   n) Financial intermediation.

   5x4

UNIT-I

Q.2 Discuss the role of financial system in the development of an economy and components in detail in brief.

   15

Q.3 What are the different ways of classifying financial markets?

   15

UNIT-II

Q.4 a) Explain the defects of stock exchange in India.
   b) What do you mean by speculation?

   9  6

Q.5 Explain functions and organization of Indian money market.

   15

UNIT-III

Q.6 Describe various types of insurance and examine the nature of risks protected by each type of insurance.

   15

Q.7 a) Discuss the role of developmental financial institution in India.
   b) Explain various functions of commercial banks.

   9  6

UNIT-IV

Q.8 What is merchant banking? Name the various institutions engaged in merchant banking activities in India.

   15
Q.9 What are financial services? Explain different types of financial services provided by the NBFC.
End Semester Examination, MAY 2017
B.Com. (Hons) and Industry Integrated-Fifth Semester
INTERNATIONAL FINANCE AND TRADE(CH-5.3)

Time: 3 hrs  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following questions:
a) What is ethnocentric?
b) What do you mean by product development?
c) What is transfer of technology?
d) Give two differences between inward oriented strategy and outward oriented strategy.
e) What is patent?
f) Define 'hedging'?
g) What is the full form of UNCTAD?
h) What is economic definition of globalization?
i) Explain market profile.
j) What is target plus scheme?

Q.1 Answer in brief:
k) How do religious factors affect business?
l) What are the important reasons for BOP disequilibrium?
m) What is foreign exchange? Explain the characteristics of foreign exchange markets.
n) Discuss the role of IT in international business.

UNIT-I

Q.2 What do you understand by the globalization of the consumer? Discuss the different international orientations. 15

Q.3 Give a brief account of differences in the economic environment of business between nations and their implications for business. 15

UNIT-II

Q.4 Explain:
a) Product life cycle theory of trade.
b) Theory of comparative cost advantage. 15

Q.5 Examine the functions and role of following (Any Two)
a) IMF
b) WTO
c) UNCTAD 15

UNIT-III

Q.6 Give a brief account of the functioning of European Union (EU). 15

Q.7 Examine the functioning of ASEAN and APEC. 15
UNIT-IV

Q.8 Explain the key issues involved in making international production and human resource. 15

Q.9 Write note on following:
   a) Indian Joint Venture.
   b) Special Economic Zones. 15
Q.1 State whether the following statements are TRUE or FALSE:

a) Tax exemption limit in case of a company income is Rs. 1,00,000/-.  
b) If an undertaking, who is engaged in the business of hotel, located in specified district having a world heritage site, if it starts functioning between 1.1.2008 and 31.3.2013, the 100% of the profit and gain derived from such business available as deduction.

c) Slump sale is possible when there is a transfer of an undertaking by a company to another company.

d) Advance ruling is binding on central government only.

e) Proprietor ship is better alternative in small cases.

f) Write a short note on ‘differed tax liabilities’.

g) Explain the tax planning provision in respect of tea rubber and coffee industry.

h) Write a short note on slump sale.

i) Write a short note on MAT.

j) Discuss the residential status of companies from corporate tax planning point of view.

UNIT-I

Q.2 Write down the procedure to calculate the bookprofit.  

Q.3 Define ‘tax planning’ and distinguish it from tax evasion. Discuss Mc Dowell’s case. Explain its limitations.  

UNIT-II

Q.4 Discuss the tax consideration to be kept in mind on sale of scientific research assets and on receipt of insurance compensation.  

Q.5 “From tax point of view it is always better to form a partnership firm, not a company”. Do you agree with the statement? If not enumerate the case where formation of company is economical from point of view, as compared to partnership to partnership firm.  

UNIT-III

Q.6 What is ‘Unilateral Relief’ in case of doubly taxed income? Write down the steps for calculating such relief U/S-91. Explain it with the help of an imaginary example.  

Q.7 Discuss the meaning of non-resident, types of non-resident in India and incomes that are exempt from income-tax in case of non-resident Indian/nonresident in India and income which are subject to tax for non-resident at special rate.
UNIT-IV

Q.8  "Tax incentives have been provided for amalgamation to amalgamating company the shareholders of amalgamating company and the amalgamated company". Discuss / enumerate the incentives if available to amalgamating, amalgamated company and the shareholders of amalgamating company.

Q.9 From the following information, which were submitted by R Ltd. before demerger, determine the value of shares to be issued by resulting company (say G Ltd.) to the shareholder of R Ltd.

<table>
<thead>
<tr>
<th>Description</th>
<th>Division I</th>
<th>Division II</th>
<th>Head office Common to both division</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed assets after depreciation</td>
<td>15,00,000</td>
<td>10,00,000</td>
<td>4,00,000</td>
<td>29,00,000</td>
</tr>
<tr>
<td>current assets</td>
<td>10,00,000</td>
<td>5,00,000</td>
<td>1,00,000</td>
<td>16,00,000</td>
</tr>
<tr>
<td>Total</td>
<td>25,00,000</td>
<td>15,00,000</td>
<td>5,00,000</td>
<td>45,00,000</td>
</tr>
<tr>
<td>Share capital</td>
<td>-</td>
<td>-</td>
<td>20,00,000</td>
<td>20,00,000</td>
</tr>
<tr>
<td>Reserve &amp; Surplus</td>
<td>-</td>
<td>-</td>
<td>7,00,000</td>
<td>7,00,000</td>
</tr>
<tr>
<td>Loan</td>
<td>3,00,000</td>
<td>2,00,000</td>
<td>4,00,000</td>
<td>9,00,000</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>4,00,000</td>
<td>3,00,000</td>
<td>2,00,000</td>
<td>9,00,000</td>
</tr>
<tr>
<td>Total</td>
<td>7,00,000</td>
<td>5,00,000</td>
<td>33,00,000</td>
<td>45,00,000</td>
</tr>
</tbody>
</table>

a) Find out the total consideration.
b) Determine the ratio of the shares resulting company to be issued to the shareholders of demerged company assuming the shareholders of R Ltd. held the share as under:
   i) Promoter -------------- 40% (40%)
   ii) Financial institution ----- 25%
   iii) Public -------------- 35%
c) Suggest tax concessions available to the shareholders of demerged company in this case.

End Semester Examination, May 2017
B. Com. (Hons.) - Industry Integrated—Fifth Semester
FINANCIAL ACCOUNTING-V (CH-5.5K)

Time: 3 hrs.  Max Marks: 100
No. of pages: 4

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYFOUR questions from the remaining. Each question carries equal marks.

Q.1 Multiple choice questions:
a) Advances given for construction of fixed assets are included under Capital work in progress.
   i) True.
   ii) False
b) In Statement of Profit and Loss of manufacturing company, revenue arising from sale of scrap materials shall be disclosed under:
   i) Sale of Products.
   ii) Other operating revenues.
   iii) Reduced from cost of materials consumed.
   iv) Other Income.

c) Interest paid on late payment of income tax shall be shown under:
   i) Current tax.
   ii) Deferred tax.
   iii) Finance costs.
   iv) Other expenses.

d) Expenses under the head ‘Tax expense’ in Statement of Profit and Loss shall include:
   i) Minimum alternate tax (MAT).
   ii) Property tax.
   iii) Central sales tax.

e) Loan processing fees paid for availing a term loan from bank shall be disclosed in notes to Statement of Profit and Loss under:
   i) Other Expenses.
   ii) Other borrowing cost.
   iii) Exceptional item.
   iv) Extraordinary item.

f) Which of the following items is not a part of cash flow statement?
   i) Bonus to employees.
   ii) Bonus issue of shares.
   iii) Rights issue of shares.
   iv) Buyback of shares.

g) Net cash flow from operating activities can never be negative.
   i) True.
   ii) False.

h) Which of the following is considered a cash flow from operating activity?
   i) Cash outflow to the government for income taxes.
   ii) Cash outflow for repayment of term loan.
   iii) Cash inflow on sale of fixed assets.
   iv) Cash inflow on issue of equity shares.

i) The following item is added to net profit under indirect method for calculation of cash flows from operating activities:
   i) Increase in trade receivables.
   ii) Decrease in trade payables.
   iii) Increase in salary payable.
   iv) Increase in inventories.

j) Short term loans includes all loans payable within a period of:
   i) Twelve months from reporting date.
   ii) Twelve months from date of loan.
   iii) Six months from reporting date.
   iv) Six months from date of loan.

k) Instalments of long term borrowings payable within twelve months from reporting date shall be disclosed under:
   i) Other Current liabilities.
   ii) Short term borrowings.
   iii) Long term borrowings.
   v) Other Non-current liabilities.
l) A company may have different operating cycles if it engages in more than one nature of business:
   i) True.
   ii) False.

m) Change in accounting policy does not include:
   i) Change in useful life from 10 years to 7 years.
   ii) Change of method of valuation of inventory from FIFO to weighted-average.
   iii) Change of method of valuation of inventory from weighted-average to FIFO.
   iv) Change in valuation of fixed assets from cost model to revaluation model.

n) Change in government’s fiscal policy leading to a refund of grant received is:
   i) Extraordinary item.
   ii) Ordinary activity.
   iii) Prior period item.
   iv) Both i) and ii).

o) Adoption of accounting policy for events or transaction that differs in substance from previously occurring events or transactions.
   i) Change in useful life from 10 years to 7 years.
   ii) Change in accounting policy.
   iii) Prior period item.
   iv) None of the above.

p) ABC limited made provision of Rs. 3,00,000/- for non-moving stock on the basis of estimate. Latter the non-moving stock was valued by a competent valuer at Rs. 5,00,000/-. This change is treated as:
   i) Change in accounting policy.
   ii) Change in accounting estimate.
   iii) Prior period item.
   iv) Extraordinary item.

q) Major break-down in internal reporting systems making many reported numbers wrong over the previous period are considered as:
   i) Extraordinary item.
   ii) Prior period item.
   iii) Exceptional item.
   iv) Change in accounting estimate.

r) ABC Limited follows IFRS principles in preparation and presentation of financial statements, but does not prepare statement of changes in equity. Is their contention correct?
   i) True.
   ii) False.

s) Under IFRS, what kind of obligation(s) arising from past event are recognised as provision, if there is a probable outflow of resources and the amount of obligation can be estimated reliably?
   i) Only legal obligation.
   ii) Only constructive obligation.
   iii) Legal and constructive obligation both.
   iv) Either legal or constructive obligation.

Q.2 a) Explain disclosure requirements of “Reserves and Surplus” as per schedule III of Companies Act.
b) How trade receivables are presented as per schedule III of Companies Act.
c) Explain the Cash Flow from investing activities.
d) Write a short note on accounting estimates.

Q.3
a) Explain the meaning of changes in accounting policy with examples.
   b) Explain adjusting and non-adjusting events. Give two examples for each.

Q.4
a) Write the differences in accounting of following under IGAAP and IFRS:
   i) Revenue Recognition.
   ii) Fixed assets.
   iii) Events occurring after balance sheet date.
   iv) Income taxes.

Q.5
The summarized balance sheet of Bhadresh Ltd. as on 31.12.2015 and 31.12.2016:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Share capital</td>
<td>450000</td>
<td>450000</td>
<td>400000</td>
<td>320000</td>
</tr>
<tr>
<td>General Reserve</td>
<td>300000</td>
<td>310000</td>
<td>50000</td>
<td>60000</td>
</tr>
<tr>
<td>P &amp; L a/c</td>
<td>56000</td>
<td>68000</td>
<td>Stock</td>
<td>240000</td>
</tr>
<tr>
<td>Creditors</td>
<td>168000</td>
<td>134000</td>
<td>Debtors</td>
<td>210000</td>
</tr>
<tr>
<td>Tax Provision</td>
<td>75000</td>
<td>10000</td>
<td>Bank</td>
<td>149000</td>
</tr>
<tr>
<td>Loan</td>
<td>270000</td>
<td></td>
<td>Total</td>
<td>10,49,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>12,42,000</td>
<td>10,49,000</td>
</tr>
</tbody>
</table>

Additional details:
1. Investment costing Rs. 8,000/- were sold for Rs. 8,500/-
2. Tax provision made during the year was Rs. 9,000/-
3. During the year part of fixed assets costing Rs 10,000/- was sold for Rs 12,000/- and the profit was included in P & L A/c.

Prepare a statement showing cash flow from operating activities, financing activities and investing activities.

Q.6
The following is the information extracted from the Trial Balance of Goodwill Company Ltd as on 31st March 2016.

<table>
<thead>
<tr>
<th></th>
<th>Debit</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td>68,000</td>
<td></td>
</tr>
<tr>
<td>Equity Shares Capital (Shares of Rs.10 each)</td>
<td></td>
<td>250,000</td>
</tr>
<tr>
<td>Furniture &amp; Fixtures</td>
<td>50,000</td>
<td></td>
</tr>
<tr>
<td>11% Debentures</td>
<td></td>
<td>50,000</td>
</tr>
<tr>
<td>Discount</td>
<td>4,000</td>
<td></td>
</tr>
<tr>
<td>Bank Loans</td>
<td></td>
<td>64,500</td>
</tr>
<tr>
<td>Loan to Directors</td>
<td>8,000</td>
<td></td>
</tr>
<tr>
<td>Bills Payable</td>
<td></td>
<td>12,500</td>
</tr>
<tr>
<td>Advertisement</td>
<td>2,000</td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td></td>
<td>15,600</td>
</tr>
<tr>
<td>Bad Debts</td>
<td>3,500</td>
<td></td>
</tr>
<tr>
<td>Sales</td>
<td></td>
<td>426,800</td>
</tr>
<tr>
<td>Commission</td>
<td>12,000</td>
<td></td>
</tr>
<tr>
<td>Rent Received</td>
<td></td>
<td>4,600</td>
</tr>
<tr>
<td>Purchases</td>
<td>231,900</td>
<td></td>
</tr>
<tr>
<td>Transfer Fees</td>
<td></td>
<td>1,000</td>
</tr>
</tbody>
</table>
Additional Information:

i) Closing stock as on 31st March, 2016, Rs. 82,300/-.  
ii) Depreciation on furniture & fixtures @5%, Freehold land @2% and Tools and Equipments @5% is to be provided.

Prepare the profit and loss account and Balance Sheet (as per schedule III format of Companies Act.)

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plant and Machinery</td>
<td>86,000</td>
</tr>
<tr>
<td>Profit &amp; Loss Appropriation Account</td>
<td>13,900</td>
</tr>
<tr>
<td>Rentals</td>
<td>2,500</td>
</tr>
<tr>
<td>Provision for Depreciation on Plant</td>
<td>14,600</td>
</tr>
<tr>
<td>Current Account</td>
<td>4,500</td>
</tr>
<tr>
<td>Cash</td>
<td>800</td>
</tr>
<tr>
<td>Interest on Bank Loan</td>
<td>11,600</td>
</tr>
<tr>
<td>Preliminary Expenses</td>
<td>1,000</td>
</tr>
<tr>
<td>Wages</td>
<td>90,000</td>
</tr>
<tr>
<td>Consumables</td>
<td>8,400</td>
</tr>
<tr>
<td>Freehold Land</td>
<td>154,600</td>
</tr>
<tr>
<td>Tools and Equipment’s</td>
<td>24,500</td>
</tr>
<tr>
<td>Goodwill</td>
<td>26,500</td>
</tr>
<tr>
<td>Debtors</td>
<td>28,700</td>
</tr>
<tr>
<td>Bills Receivables</td>
<td>15,300</td>
</tr>
<tr>
<td>Dealer Aids</td>
<td>2,100</td>
</tr>
<tr>
<td>Transit Insurance</td>
<td>3,000</td>
</tr>
<tr>
<td>Trade Expenses</td>
<td>7,200</td>
</tr>
<tr>
<td>Distribution Freight</td>
<td>5,400</td>
</tr>
<tr>
<td>Debentures Interest</td>
<td>2,000</td>
</tr>
<tr>
<td></td>
<td>853,500</td>
</tr>
<tr>
<td></td>
<td>853,500</td>
</tr>
</tbody>
</table>
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated)—Sixth Semester
CORPORATE SOCIAL RESPONSIBILITY (CH-6.1)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt TWO questions from Part-A and TWO questions from Part-B. Each question carries equal marks.

Q.1 “Rawls theory of justice may be termed as a theory of justice as fairness”. How fair is Rawls theory of justice? 20

PART-A

Q.2 “A good society needs a partnership of community, state and market”. Explain. 20

Q.3 Discuss any two of the following:
   a) Environmental audit.
   b) Public sector initiatives in environmental preservation in India.
   c) Private sector efforts in India to preserve environment. 10x2

Q.4 An ideal Normative theory of business ethics should capture the ethical obligations arising out of business agreements. In your perception, which Normative theory is useful for constructing satisfactory proceedings justifying ethical obligations of business? 20

PART-B

Q.5 To what extent have Indian companies zealously espoused CSR in their activities? Will it be correct to think that whatever has been done in this area is good, but yet there is a lot more to be done in a poor and developing country like India? 20

Q.6 Discuss the common governance problems noticed in corporate failures of Enron (USA), Parmalei (Italy) and Satyam Computer Services Ltd. (India). 20

Q.7 Write short notes on any two of the following:
   a) Hampel Committee on corporate governance (1997).

End Semester Examination, May 2017
B. Com. (Hons.) Industry Integrated—Sixth Semester
E-COMMERCE (CH-6.2 E)

Time: 3 hrs.
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) Answer the following questions:
   i) Define ‘a search engine’.
   ii) What is a secret key?
   iii) What are the mandatory keys for a strong password?
iv) What do you mean by a pure online business?
v) What is a public key?
vi) Name any four types of plastic money.
vii) What is internet?

b) **Fill in the blanks:**
i) _______ and _______ are the examples of payment gateways.
ii) FTP stands for _______ and UDP stands for ________.
iii) _______ and _______ are the examples of C2C e-commerce.

1x6

c) **Answer in brief:**
i) What are digital signatures?
ii) What is e-commerce? Give its advantages and disadvantages of it.
iii) Discuss the infrastructure for a staffless organization.
iv) Discuss the promotion of a website.

4x5

**UNIT-I**

Q.2 Write short notes on:

a) Brick and click business.
b) One to one enterprise.

Q.3 a) Discuss the development and deployment of a system.
b) What is a transaction? Explain in terms of online business.

**UNIT-II**

Q.4 Discuss in detail the payment mechanism in e-commerce.

Q.5 Explain the different categories of e-commerce with examples.

**UNIT-III**

Q.6 Describe the applications of e-commerce in manufacturing, retail and service sector.

Q.7 a) What is network security? Explain viruses and firewalls in detail.
b) What is cryptography? Explain encryption and decryption in detail.

**UNIT-IV**

Q.8 Explain the concept and working of a virtual organization and also discuss its advantages and disadvantages in detail.

Q.9 a) Design an e-commerce model for a middle level organisation.
b) What is transaction handling? Explain its resources and requirements in detail.
End Semester Examination, May 2017
B.Com. (Hons) and B.Com (H) - Industry Integrated-Sixth Semester
RISK MANAGEMENT (CH-6.2)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.
Q.1 is compulsory. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) ETOP Analysis is related with _______ environment.
   b) _______ is the best measure of variability of risk.
   c) In the PESTEL Analysis 'T' refers to _______.
   d) Risk and return are having _______ relationship.
   e) Portfolio refers to _______ of securities.

   Answer the following questions:
   f) Define 'Risk Register'.
   g) What is SWOT analysis?
   h) What do you mean by Risk Management Programme?
   i) What is task environment?
   j) Define Risk Control.

Q.2 The following information is given in respect of three statistics:

<table>
<thead>
<tr>
<th>Security</th>
<th>Exp. Return</th>
<th>Risk (σ)</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>18%</td>
<td>20%</td>
</tr>
<tr>
<td>II</td>
<td>10%</td>
<td>12%</td>
</tr>
<tr>
<td>III</td>
<td>10%</td>
<td>15%</td>
</tr>
</tbody>
</table>

If a portfolio is constructed, which security dominates other? State the reason of your answer. Rank the securities as per the risk variability measures coefficient of variation (COV).

Q.3 Define the term Risk. Explain various types of risks in detail.

Q.4 Is there any relationship between risk and opportunity? Explain the interdependence of risk and opportunity in detail.

Q.5 Define 'corporate governance'. Explain the importance of corporate governance in detail.

Q.6 Explain the financial, legal, social and economic consequences of organizational strategy on risk management.

Q.7 Write a detailed note on 'external and internal risk drivers' using suitable examples.

UNIT-I

UNIT-II

UNIT-III

UNIT-IV

Q.9 How can we eliminate the risk? Explain the various techniques of eliminating and retaining the risk.
End Semester Examination, May 2017
B.Com. (Hons) and (Industry Integrated) - Sixth Semester
FOREIGN LANGUAGE – FRENCH (CH-6.3)

Time: 3 hrs  Max Marks: 100
No. of pages: 3

Note: Attempt ALL questions.

Q.1 Écrivez en français:
(Write these sentences in French)
   a) Goodbye, Sir ______________________________
   b) My name is Nick. ______________________________
   c) How are you? ______________________________
   d) Good Evening Ma’am ______________________________
   e) What is your name? ______________________________
   f) Where do you live? ______________________________
   g) See you soon. ______________________________
   h) Excuse me! ______________________________
   i) Nice meeting you. ______________________________
   j) I am ten years old. ______________________________

Q.2 Remplissez avec les pronoms sujets:
(fill in the blanks with the subject pronouns)
   a) ______________________________ aime le gâteau
   b) ______________________________ a dix ans
   c) ______________________________ avons une voiture.
   d) ______________________________ écoutes de la musique.
   e) ______________________________ sont français.

Q.3 Conjuguez les verbes suivants (conjugate the following verbs):
   a) Elle __________________ belle (être)
   b) Les enfants __________________ le devoir. (Faire)
   c) Nous __________________ à Paris (voyager)
   d) Tu __________________ le ballon (jeter)
   e) Ils __________________ le thé (adorer)
   f) Elles __________________ des stylos (avoir)
   g) Je __________________ la porte (fermer)
   h) Il __________________ bien (chanter)
   i) Est-ce que vous __________________? (travailler)

Q.4 Quelle heure est-il? (What time is it?)
   a) 2:15 __________________
   b) 16:30 __________________
   c) 4:00 a.m. __________________
   d) 3:20 p.m. __________________
Q.5 Écrivez les nombres suivants dans la forme cardinaux et ordinaux:
(Write following numbers in cardinal & ordinal form)

<table>
<thead>
<tr>
<th>CARDINAUX</th>
<th>ORDINAUX</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) 63</td>
<td>_________</td>
</tr>
<tr>
<td>b) 82</td>
<td>_________</td>
</tr>
<tr>
<td>c) 3</td>
<td>_________</td>
</tr>
<tr>
<td>d) 100</td>
<td>_________</td>
</tr>
<tr>
<td>e) 15</td>
<td>_________</td>
</tr>
</tbody>
</table>

Q.6 Remplissez les blancs avec les jours ou les mois:
(Fill in the blanks with days or the months in French)

a) _________ est le premier jour de la semaine.
b) Le mois après avril est _________
c) Le weekend est _________ et _________
d) Le dernier mois de l’année est _________

Q.7 Complétez avec les prépositions données:
(Complete with the given prepositions in French)

a) Je vais _________ mon ami. (at somebody’s place)
b) Nous allons à l’école _________ leur (with)
c) Tu achètes des bonbons _________ Nick (for)
d) L’hôpital est _________ ma maison (far from)
e) Il y a un parc _________ mon école (in front)

Q.8 Écrivez les professions: (Write profession in French)

a) Elle chante les chansons.  
   Elle est _________.
b) Il joue de la guitare.  
   Il est _________.
c) Elle écrit des romans.  
   Elle est _________.
d) Il sert dans le restaurant.  
   Il est _________.
e) Elle cuisine des repas.  
   Elle est _________.

Q.9 Complétez avec les articles définis ou les articles indéfinis:
(Complete with definite or in definite articles)

a) Il y a _________ fille. C’est _________ fille de M. Dupont.
b) Il y a _________ fleurs dans _______ parc.
c) _________ gâteaux sont délicieux.

Q.10 Complétez avec l’article partitifs:
(Complete with partitive articles)
Q.11. Complétez avec l’article contracté:
(Complete with contracted articles)

a) On reste ______ hôtel, pas ______ maison.
b) Je vais ______ restaurant.
c) C’est le stylo ______ Manuel.
d) Elle parle ________ professeur.

Q.12. Mettez les phrases suivantes à l’impératif:
(Write in imperative form)

a) Nous allons au cinéma.

____________________.
b) Tu es gentil.

_________________
c) Vous aimez le vin.

_________________
d) Vous fermez la porte

_________________

Q.13. Complétez les adjectifs / les couleurs suivants avec la formecorrecte:
(Complete with correct form of given adjectives / colors)

<table>
<thead>
<tr>
<th>Sl.No.</th>
<th>Singular (m)</th>
<th>Pluriel (m)</th>
<th>Singular (f)</th>
<th>Pluriel (f)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Fat</td>
<td>_______ gros</td>
<td>_______</td>
<td>_______</td>
</tr>
<tr>
<td>2</td>
<td>_______</td>
<td>_______    Blancs</td>
<td>_______</td>
<td>_______</td>
</tr>
<tr>
<td>3</td>
<td>Good</td>
<td>_______</td>
<td>_______</td>
<td>Bonnes</td>
</tr>
<tr>
<td>4</td>
<td>Beautiful</td>
<td>_______</td>
<td>Belle</td>
<td>_______</td>
</tr>
<tr>
<td>5</td>
<td>_______</td>
<td>_______    Mauvais</td>
<td>_______</td>
<td>_______</td>
</tr>
<tr>
<td>6</td>
<td>rose</td>
<td>_______</td>
<td>_______</td>
<td>roses</td>
</tr>
</tbody>
</table>

Q.14 Présentez votre famille

OR

Présentez-vous

---

297/3
Q.15. Écrivez une invitation à votre ami (e) pour fêter votre anniversaire.
End Semester Examination, May 2017
B. Com. (Hons.) - Industry Integrated—Sixth Semester
FINANCIAL ACCOUNTING-VI(CH-6.4K)

Time: 3 hrs. Max Marks: 100
No. of pages: 3

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYFOUR questions from the remaining. Each question carries equal marks.

Q.1 Fill in the blanks:

a) Telecom working as an ____________ does not have exposure to the significant risks and rewards of ownership of goods and rendering of services.

b) Profit/loss on sale of investments in the ‘Held to Maturity’ category is recognised in the profit and loss account and profit is thereafter appropriated to ____________.

c) ____________ of accounting applied for accounting the investment in associate.

d) A ____________ is an arrangement that provides the customer with the right to software along with any combination of additional software deliverables, services, post-contract customer support (PCS), and non-software deliverables.

e) Inventories are valued at lower of cost and ____________, including necessary provision for obsolescence.

f) On 30th June, 2016, two-thirds of the shares of S Ltd. (with a total capital of Rs. 6,000) were acquired by H Ltd. The balance sheet of S Ltd. showed a debit balance of Rs. 3,000 on 1/1/2016 and a credit balance of Rs. 1,800 on 31/12/2016. The investment was purchased for Rs. 4,500. The consolidated balance sheet should show ____________.

g) Contractual agreement, two or more parties and undertaking economic activity are the essentials for a ____________ arrangement.

h) Lease Payments under ____________ should be recognized as an expense in the income statement on a straight line basis over the lease term.

i) Recoverable Amount to be calculated for impairment for an asset is higher of Fair value or ____________.

j) ____________, is the arrangement wherein delivery is delayed at buyer’s request although buyer takes title and accepts billing.

1x10

State whether the following statements are TRUE or FALSE:

k) A mobile has a software installed in it. Software is not updated with the new versions of mobiles released into the market. The software should be marketed separately.

l) Activation and connection fee charged by mobile operators are not treated as a separate component of the transaction.

m) If the criteria for capitalization are met, the entity must record an Intangible asset. All development costs are capitalised, not only those that meet the specific criteria for capitalization.

n) The financial year of the holding company and the subsidiary company must be the same.

o) Accounting for tooling transactions in the manufacturing sector is dependent upon contractual and other arrangements between the vehicle manufacturer and supplier.

p) Date of acquisition of the subsidiary will be the date of allotment of shares in the subsidiary and not the date on which share application or allotment money is paid.

q) All costs that are directly attributable to bringing an asset to the present condition and location necessary for its intended use are expensed off in profit and loss account.

r) Loan processing fee is accounted for upfront when it becomes due.

s) Financial Liability contains a contractual obligation to transfer cash or another financial asset. It cannot be settled in a variable number of the entity’s own equity instruments.

r) The subsequent measurement of loans depends on their initial classification.

1×10

Q.2 Answer the following in brief:
a) Explain the criteria for recognition of revenue to be met for each component in case of telecom companies.

b) State the five steps that banks should apply to determine when to recognise revenue and at what amount based on the core principal that revenue should be recognized on transfer of control of goods and services.

c) A component manufacturer (supplier) enters into an agreement with a vehicle manufacturer (customer) involving the outsourcing of side-view mirrors. As part of the agreement, the customer transfers moulds worth Rs.100 to the supplier. Initially, the supplier must use the moulds to provide the services by the outsourcing arrangement. The supplier is responsible for maintaining the moulds and for replacing it when the supplier decides to do so. The useful life of the moulds is estimated to be three years. The outsourcing agreement requires service to be provided for initial three years for a fixed price that is lower than the price supplier would have charged if the moulds had not been transferred. After three years, the price the supplier charges under the outsourcing agreement increases to reflect the fact that it will then be replacing the moulds the vehicle manufacturer transferred.

At what value will the supplier recognize the asset and the revenue?

d) Investments of the Bank are accounted for in accordance with the extent RBI guidelines on investment classification. List down the three categories and also briefly describe their valuation. 5×4

Q.3 a) A Ltd. acquired 25% of shares in B Ltd. as on 31.3.2002 for Rs. 3 lakhs. The Balance Sheet of B Ltd. as on 31.3.2002 is given below:

<table>
<thead>
<tr>
<th></th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share Capital</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Reserves and Surplus</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td></td>
<td>10,00,000/-</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Investments</td>
<td>2,00,000/-</td>
</tr>
<tr>
<td>Current Assets</td>
<td>3,00,000/-</td>
</tr>
<tr>
<td></td>
<td>10,00,000/-</td>
</tr>
</tbody>
</table>

During the year ended 31.3.2003 the following are the additional information available:

i) A Ltd. received dividend from B Ltd., for the year ended 31.3.2002 at 40% from the Reserves.

ii) B Ltd., made a profit after tax of Rs. 7 lakhs for the year ended 31.3.2003.

iii) B Ltd., declared a dividend @ 50% for the year ended 31.3.2003 on 30.4.2003.

A Ltd. is preparing Consolidated Financial Statements in accordance with AS – 21 for its various subsidiaries.

Calculate:

i) Goodwill if any on acquisition of B Ltd.’s shares.

ii) How A Ltd., will reflect the value of investment in B Ltd., in the Consolidated Financial Statements?

iii) How the dividend received from B Ltd. will be shown in the Consolidated Financial Statements?

b) Describe the various types of contracts entered by the Information Technology sector and briefly describe the revenue recognition in each type. 10

Q.4 a) Explain in details the three steps in determining how revenue from an arrangement is recognised in case of telecom companies. 10
b) Differentiate between the Separate Contracts and All-in-one contracts as per the Manufacturing sector.

Q.5

a) Explain the concept of Upgrade and downgrade fees and Warranties in case of telecom companies.

b) ABC Ltd, a retail company enters into a new long-term lease arrangement for its stores A, B and C. The company has made payment to the landlord as follows:
   - Store A: company has taken this store on finance lease and made some advance payments to the lessor
   - Store B: company has taken this store under operating lease and made some advance payments to the lessor.
   - Store C: company has taken this store also under operating lease. An interest free rental deposit was made to the lessor.

As per the terms of the lease, deposits will be refunded at the end of the lease term. Accordingly, how will the advance payments and interest free deposits paid shall be accounted for?

Q.6

The summarized profit and loss account of ABC Ltd and PQR Ltd for the year ended 31st March 2012 is given below:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>ABC Limited</th>
<th>PQR Limited</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening Balance in the profit and loss account</td>
<td>500,000</td>
<td>300,000</td>
</tr>
<tr>
<td>Purchases</td>
<td>10,00,000</td>
<td>500,000</td>
</tr>
<tr>
<td>Sales</td>
<td>12,00,000</td>
<td>800,000</td>
</tr>
<tr>
<td>Closing Stock</td>
<td>300,000</td>
<td>200,000</td>
</tr>
<tr>
<td>Rent Income from PQR Ltd</td>
<td>50,000</td>
<td>0</td>
</tr>
<tr>
<td>Depreciation</td>
<td>60,000</td>
<td>35,000</td>
</tr>
<tr>
<td>Provision for Taxation</td>
<td>25,000</td>
<td>10,000</td>
</tr>
<tr>
<td>Rent Expense</td>
<td>0</td>
<td>50,000</td>
</tr>
</tbody>
</table>

Prepare consolidated Profit and loss account of ABC Ltd for the year ended 31st March 2012 after considering the following adjustments:

a) The purchases of ABC Ltd includes Rs. 20,000/- purchased from PQR Ltd on which PQR Ltd made a profit of Rs. 5,000/-, 50% of these goods remain unsold at the year end.

b) ABC Ltd acquired 75% shares in PQR Ltd on 1st April, 2010. On the date of acquisition, the balance in profit and loss account of PQR Ltd is Rs. 150,000/-.
End Semester Examination, May 2017
B. Tech.–First Semester
INDUSTRIAL CHEMISTRY (CH-101A)

Time: 3 hrs.  Max Marks: 100
No. of pages: 2

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  a) What is condensed phase rule?
     b) Why hardness of water is expressed in terms of $CaCO_3$ equivalents?
     c) Write two differences between dry cell and wet cell.
     d) What is the difference between dry and wet corrosion?
     e) What are the main constituents of composites?
     f) Define flash and fire points of lubricants.
     g) Write the name of gels formed in sol-gel process.
     h) What are biodegradable polymers?
     i) Discuss any two applications of Liquid Crystal Polymers.
     j) Explain eutectic point in two component system.

Q.2  a) Explain Reverse Osmosis method with the help of diagram.
     b) 50 ml of water sample required 12 ml of $\frac{N}{50} H_2SO_4$ for neutralization of phenolphthalein end point. Some water sample required 8 ml more of same acid on adding methylorange as an indicator. Calculate each type of alkalinity and its extent.
     c) Explain all the steps in domestic water treatment with diagram and chemical reactions.

Q.3  a) Explain the mechanism of wet corrosion with the help of diagram and chemical reactions?
     b) Write short notes on:
        i) Differential aeration corrosion
        ii) Stress corrosion.
     c) Explain any four factors affecting the corrosion rates.

Q.4  a) What is triple point? Explain with the help of phase diagram of water.
     b) Explain the following terms:
        i) Congruent melting point.
        ii) Degree of freedom.
     c) Explain phase diagram of Pb-Ag system.

Q.5  a) Write a brief note on extreme pressure lubrication.
     b) Write short notes on:
        i) Viscosity index.
        ii) Cloud and pour points.
c) What are composites? How they can be classified on the basis of matrix phase?  

Q.6  
a) Discuss the uses and hazards of batteries.  
b) Write any four applications of smart batteries.  
c) What are conducting polymers? How are they classified? Explain briefly.  

Q.7  
a) What do you mean by nanoparticles? How nanoparticles can be synthesized by sol-gel method.  
b) What is the principle of Scanning Electron Microscope (SEM)? Write two advantages of SEM.  
c) Discuss the significance of nanoscience and nanotechnology in engineering field.
Note: Attempt **FIVE** questions in all; **taking at least TWO** questions from each Part. **Q.1 is compulsory.** All questions carry equal marks.

**Q.1** Write short notes on following:
   a) Food chain.
   b) Ecological pyramid.
   c) Importance of land resources.
   d) Desert ecosystem.
   e) Mineral resources.
   f) Water pollution.
   g) Biotic and abiotic factors.
   h) Importance of environmental studies.
   i) Air pollution.
   j) Family welfare programme.

**PART-A**

Q.2 What are environmental studies? Discuss the scope of environmental studies and its need for public awareness in detail.
   20

Q.3 Write notes on following:
   a) Renewable and non-renewable resources.
   b) Forest resources and their importance.
   10x2

Q.4 What do you understand by biodiversity? Discuss in detail the threats to biodiversity and the ways of conservation of biodiversity.
   20

**PART-B**

Q.5 Discuss in detail the causes and effects of solid waste. Also discuss the control measures for solid waste management in detail.
   20

Q.6 What are the causes of growth of population? Describe the negative effects of growing population on environment and measures to control over-population.
   20

Q.7 Write notes on following:
   a) Role of information technology on environment and human health.
   10
   b) Causes, effects and control measures of air pollution.
   10
End Semester Examination, May 2017
BBA (G) IB –Second Semester
ENVIRONMENTAL STUDIES(CH-202A)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt **Five questions in all; Q.1 is compulsory.** Attempt any **TWO questions from Part A and TWO questions from Part B.** All questions carry equal marks:

Q.1 Answer briefly:
   a) Define the term ‘biodiversity’.
   b) Name any two renewable sources of energy.
   c) What is a food chain?
   d) What are the processes involved in nitrogen cycle?
   e) Define ‘ecology’.
   f) Name two major Wild Life sanctuaries of India.
   g) Which is the major pollutant of marine resources?
   h) Expand the term CNG.
   i) Define ‘natality rate’.
   j) What are greenhouse gases? Give two examples.

**PART-A**

Q.2 Explain the importance of introducing environmental studies as a subject in undergraduate courses. **20**

Q.3 What is meant by natural resources? Give a detailed account of forest resources. **20**

Q.4 Explain in detail the structure of an ecosystem. How food chains and food webs control the stability of any ecosystem? **20**

**PART-B**

Q.5 Describe how the nature-human relationships have changed over a period of 50 years and how it is leading to shift in the planet earth's balance taking into account various climatic changes with special emphasis on global warming and ozone layer depletion. **20**

Q.6 Give a detailed account of causes, effects and control measures of air pollution. **20**

Q.7 What is meant by population explosion? What is the pattern of population growth among different nations? **20**
End Semester Examination, May 2017
B.A.(Hons.)Economics -Second Semester
ENVIRONMENTAL STUDIES (CH-202A)

Time: 3 hrs.  Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer briefly:
   a) What are non-renewable resources?
   b) Mention any two adverse effects of water logging.
   c) How can one differentiate between primary and secondary succession?
   d) Define ‘over-nutrition’.
   e) What is bio-magnification?
   f) How does noise pollution affect wild life?
   g) List out any two methods to conserve water in irrigation.
   h) What are the characteristic features of produces in desert ecosystem?
   i) What are endemic species?
   j) Define 3 R’s principle. 2×10

**PART-A**

Q.2 What is soil erosion? What are its causes? How can soil be conserved? 20

Q.3 What do you mean by biotic and abiotic components? Discuss the structure and properties of forest ecosystem with suitable examples. 20

Q.4 Discuss various types of biodiversity with examples. List out various methods of conserving the biodiversity and describe them in detail. 20

**PART-B**

Q.5 Give a detailed account of causes, effects and control measures of marine pollution. 20

Q.6 What do you mean by ozone layer depletion? Discuss its causes and effects in detail. 20

Q.7 What are human rights? Discuss their significance. What are the objectives of value education? 20
End Semester Examination, May 2017
BCA /B. Sc.-IT – Second Semester
ENVIRONMENTAL STUDIES(CH-202)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer briefly:
  a) What is green fuel?
  b) What is food chain?
  c) What is food web?
  d) Write three benefits of grassland.
  e) Illegal killing of animals is known as ____________.

Fill in the blanks with appropriate word/words:
  f) Another name of earth is ____________ planet.
  g) WMD stands for ____________.
  h) AIDS stands for ____________.
  i) Chipko movement in Garhwal region (Uttarakhand) was initiated by ____________.
  j) ____________ resources can be generated in short period of time.

PART-A

Q.2  a) What are greenhouse gases and what is greenhouse effect? 10
     b) Give a list of ten environment issues which are faced by urban India in 21st century. 10

Q.3  a) Discuss the conflict over sharing of water of rivers in India. Also suggest the amicable solution for such type of problems. (Case 1: Satluj river water dispute between Haryana and Punjab) 10
     b) Explain the characteristics, structures and features of forest eco-system in detail. 10

Q.4  a) Explain the ten bio-diversity hotspot of India. 10
     b) Why food chain is important for sustainability of ecological pyramids? 10

PART-B

Q.5  a) What are the causes, effects and control measures of urban and industrial wastes? 10
     b) Explain the various family welfare schemes started by government and how these schemes can help in controlling the population. 10

Q.6  a) What do you mean by disaster management? Explain the role of National Disaster Management Authority (NDMA) in prevention of natural calamity. 10
     b) Explain in detail the policy of disarmament. What are the compelling reasons for initiating the policy of disarmament? 10

Q.7  a) What is AIDS? What are the symptoms of AIDS and how to prevent AIDS? 10
     b) What is wasteland reclamation? What are the benefits and disadvantages of this policy? 10
End Semester Examination, May 2017
B.Com. (Hons.) / B.Com.(Hons.) Industry Integrated– Second Semester
ENVIRONMENTAL STUDIES (CH-202A)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Answer in brief:
   a) Why is it necessary to create environmental awareness?
   b) Plants use ________ gas for photosynthesis.
   c) Write two major causes of deforestation.
   d) The organisms who feed directly on producers are called ________.
   e) The sequence of eating and being eaten in an ecosystem is called a ________.
   f) Species restricted only to a particular area are called ________.
   g) Ground water contamination is irreversible. (True/False)
   h) What is rain water harvesting?
   i) GIS stands for ________.
   j) What do you understand by life expectancy?  

2×10

PART-A

Q. 2  a) How do different disciplines contribute to environmental studies?  
     b) what are the steps taken by government for environmental protection?  

Q. 3  a) Explain the value of minerals as natural resources in detail.  
      b) What is nuclear energy? Discuss any two types of nuclear energy in detail.  
      c) How can you as an individual conserve different natural resources?  

Q. 4  a) Define primary production and secondary production. Why are tropical wet forests and estuaries most productive?  
      b) Define ‘biodiversity’. Explain genetic diversity, species diversity and ecosystem diversity in detail.  

PART-B

Q. 5  a) What do you understand by the term: thermal pollution? Discuss various effects and control measures of thermal pollution in detail.  
      b) Write short notes on following:  
         i) Bhopal gas tragedy.  
         ii) Radioactivity.  

Q. 6  a) What do you means by sustainable development? What are the major measures to attain sustainability?  
      b) What are the major impacts of acid rain?  

Q. 7  a) Write notes on the influence of environmental parameters and pollution on human health.  
      b) What is meant by pollution stabilization?
End Semester Examination, May 2017
B.Com. (Hons and Industry Integrated)- First Semester
INDIAN ECONOMIC AND SOCIAL ENVIRONMENT (CHE-1.1)

Time: 3 hrs
Max Marks: 100
Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. All questions carry equal marks.

Q.1 Answer the following in brief:
   a) Name the objective of business according to the traditional concept.
   b) What are five year plans?
   c) Define ‘political-legal environment.
   d) Enlist any two features of Indian economy at the time of independence.
   e) State any two impact of industrial sickness on the Indian economy.
   f) State any two characteristics of culture.
   g) What is EXIM policy?
   h) What is the full form of SICA?
   i) What is cultural lag?
   j) Define ‘small scale industry’.

Write Short notes on:
   k) ‘Balance of payments’ and ‘balance of trade’.
   l) Reasons for liberalization in India.
   m) Elements of culture.
   n) Role of small scale industries in India’s export performance.

UNIT-I

Q.2 “Environmental scanning should provide inputs for strategic decision making”. Discuss.
   15

Q.3 “India has a diversified industrial structure”. Explain.
   15

UNIT-II

Q.4 Define ‘industrial sickness’. Explain factors responsible for sickness of small scale industries. Also suggest remedial measures to remove industrial sickness.
   15

   15

UNIT-III

Q.6 What are external commercial borrowings and explain their advantages and disadvantages?
   15

Q.7 What is meant by balance of payment deficit? How it can be remedied?
   15

UNIT-IV

Q.8 What is globalization? Discuss factors that enabled globalization in India and its impact on the Indian economy.
   15

Q.9 Write short notes on:
   a) Economic reforms and social justice.
   b) Socio-cultural dimension of business environment.
   7½x2
End Semester Examination, May 2017  
B. Com. (Hons. and Industry Integrated)—Fourth Semester  
MONEY AND CAPITAL MARKET (CHE-4.1)

Time: 3 hrs.  
Max Marks: 100  
No. of pages: 1

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit. Q.1 is compulsory. Marks are indicated against each question.

Q.1 a) **State whether the following statements are TRUE or FALSE:**
   i) The process of financial intermediary is also known as direct finance.
   ii) In recent years, financial markets have become more risky and less stable.
   iii) Financial innovation has provided more options to both investors and borrowers.
   iv) NSDL and CDSL are the only two depositories in India.
   v) The interest rate that equates the present value of the cash flow received from a debt instruments with its market price today is the yield to maturity.
   vi) A stock is a debt security that promises to make periodic payments for a specific period of time.
   vii) A financial intermediary borrows funds from people who have saved.
   viii) Compared to money market securities, capital market securities have more liquidity and longer maturities.
   ix) Call money market is an interbank market.
   x) Non-banking financial companies are regulated by SEBI.  

b) **Write short notes on:**
   i) Depository system in India.
   ii) Rediscounting.
   iii) Functioning of NSDL.
   iv) Factoring. 

Q.2 a) What is the difference between ‘capital market’ and ‘money market’?  
   b) Differentiate between ‘primary market’ and ‘secondary market’ with suitable example. 

Q.3 Discuss in detail the role of financial system in economic growth.  

UNIT-I

Q.4 What is the regulatory framework of capital market? Illustrate the various instruments of capital markets in detail.  

Q.5 Discuss in detail the role of government and RBI Reserve Bank of India) in money market.  

UNIT-III

Q.6 What is the mechanism of debt market? Discuss the various types of instruments that are treated in debt market with suitable example.  

Q.7 Write short notes on:
   a) Depository process.  
   b) Demat and physical shares.  

UNIT-IV

Q.8 a) Differentiate between ‘factoring’ and ‘bill discounting’ with suitable example.  
   b) Differentiate between ‘growth funds’ and ‘balance funds’ with example. 

Q.9 How are mutual funds important for financial system? Discuss the types and categories of mutual funds in detail with the help of example. 

Q.1 is compulsory.
End Semester Examination, May 2017  
B.Com. (Hons.) and Industry Integrated – Fifth Semester  
FINANCIAL MANAGEMENT (CHE-5.1)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2

Note: Attempt **FIVE** questions in all; **taking at least ONE question** from each unit.  
**Q.1 is compulsory.** All questions carry equal marks.

Q.1  
**Fill in the blanks:**

a) In traditional approach the scope of financial management is limited to ________.
b) ________ and ________ are traditional techniques of capital budgeting.
c) ‘Trading on Equity’ is the other term sometimes used for ________.
d) Cost of preference share capital is calculated as ________.
e) Net operating income approach was suggested by ________.
f) If a firm is having liquidity crisis then dividend paid will be ________.
g) EOQ = ________ (write formula).
h) ‘2/10 net 20’ means ________.
i) Net working capital = ________ - ________.
j) If NPV is positive then $x$ would be ________ than K.  

1.5×10

**State whether the following statements are TRUE or FALSE:**

k) Financial decision is related to capital structure.
l) Pay back period means the life of the project.
m) Retained earnings have no cost because the money is already with the firm.
n) The objective of every business is always profit maximization and nothing else.
o) Operating cycle is a method of calculating cash requirements of the firm.  

1×5

**Write short notes on:**

p) NPV and IRR.
q) Cost of debt.
r) Credit policy.
s) Costs associated with inventory management.  

5×4

**UNIT-I**

Q.2  
“Modern approach is an improvement over the traditional approach of financial management”. Do you agree? Give explanation.  

15

Q.3  
“Financial management is more than procurement of funds”. What do you think that are the responsibilities of finance manager?  

15

**UNIT-II**

Q.4  
A choice is to be made between two proposals which require an equal investment of Rs. 1,00,000 each and are expected to generate cash flow as under

<table>
<thead>
<tr>
<th>Year</th>
<th>Project X</th>
<th>Project Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>50,000</td>
<td>20,000</td>
</tr>
<tr>
<td>2</td>
<td>30,000</td>
<td>24,000</td>
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<tr>
<td>3</td>
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<td>36,000</td>
</tr>
<tr>
<td>4</td>
<td>Nil</td>
<td>50,000</td>
</tr>
</tbody>
</table>
The cost of capital is 10%. Which project should be chosen under a) payback period  
b) NPV method? [Discount factors at 10% are 0.909, 0.826, 0.751, 0.683, 0.621, and  
0.564 for 1 to 6 years.]

Q.5 Write short notes on:  
a) Merits and demerits of IRR.  
b) Significance of cost of capital.  
c) Cost of equity capital.

Q.6 Explain the behavior of cost of debt, cost of equity and overall cost of capital under  
the traditional approach of capital structure.

Q.7 a) What do you mean by financial leverage? Why it is called double-edged weapon?  
b) A company has sales of Rs. 4,00,000, variable cost is 30%, fixed costs are  
Rs. 1,00,000 and burden of interest is Rs. 10,000. By using the concept of  
leverage find out:  
i) increase in taxable income if EBIT increase by 10%  
ii) decrease in EBIT if sales decrease by 10%.  
iii) increase in taxable income if sales increase by 10%.

Q.8 Explain the determinates of dividend policyin detail.

Q.9 From the following particulars you are required to prepare a statement showing  
working capital requirement.  
Budgeted sales 2000 units, raw material Rs 20 per unit, direct labor Rs. 20 per unit,  
overheads Rs. 5 per unit and selling price Rs.50 per unit. Raw material is kept in  
inventory for a week and finished stock for 2 weeks. Factory processing takes average  
4 weeks’, supplier provides credit of 4 weeks and debtors are given credit of 6 weeks.  
Assume production expenses to be spread evenly.
End Semester Examination, May 2017
B.Com.(Hons) and (Industry Integrated)-Sixth Semester
ADVERTISING AND PERSONAL SELLING (CHE-6.1.1)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2

Note: Attempt FIVE questions in all; taking at least ONE question from each Unit.  
Q.1 is compulsory. All questions carry equal marks.

Q.1 State whether the following statements are TRUE or FALSE:
   a) The roles of advertising are many, varied and changing.
   b) Advertising does not offer any advantage to manufacturer, middlemen.
   c) Newspapers have narrow reach.
   d) Advertisers use a variety of approaches in making their budgets.

Fill in the blanks:
   e) Full form of AIDA is ____________.
   f) The first step of personal selling process is ______________.
   g) The sales ___________ is an essential part of total program for motivating sales personnel.

Answer in brief:
   h) Define ‘media mix’.
   i) What is selection?
   j) What is surrogate advertising?  

Write short notes on:
   k) Functions of advertising.
   l) Advertising and Personal selling.
   m) Importance of Personal selling.
   n) Basic methods for compensating the sales people?

UNIT-I

Q.2 What do you understand by advertising? Explain different types of advertising with suitable example.  

Q.3 What is ad agency? Explain in brief the different types of ad agency and also discuss any two methods of compensating them.  

UNIT-II

Q.4 a) Explain the various factors that influence the media choice.  
b) Discuss the advantages and limitations of newspaper and television media

Q.5 a) Enumerate various appeals that can be considered while preparing ad copy. (with examples).
   b) Explain any two types of ad copy.

UNIT-III

Q.6 a) Briefly explain the various steps involved in selling process.  
b) Discuss in brief the importance of personal selling

Q.7 Write short notes on:
   a) Method of training sales force.
b) Sources of recruitment of sales force.  

UNIT-IV

Q.8  
  a) Define sales quotas and discuss the various types of sales quota.  
  b) Describe the importance and appraising the performance of sales force.  

Q.9  
  Write short notes on:  
  a) Sales budget.  
  b) Sales territories.
End Semester Examination, MAY 2017
BBA (G) IB- First Semester
INTEGRATING MIND, BODY AND HEART(IB-102 / BIB-102)

Time: 3 hrs
Max Marks: 50

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write your views on the following:
   a) “Plague broke out in Bombay, there was panic all around. I felt that I could be of some help in the sanitation department; I offered my services to the state. I laid especial emphasis on the cleanliness of latrines. It was our common experience that the latrines of the rich were more unclean”. Mahatma Gandhi realized the problem of sanitation in India many years back. In relation to Mahatma Gandhi’s views about sanitation discuss Prime Minister Modi’s Swachh Bharat Abhiyan.
   b) Be the change that you wish to see in the world.
   c) First they ignore you, then they laugh at you, then they resist you and finally you are winner.
   d) Your views on Mahatma Gandhi.

Q.2 ‘People become unethical when they don’t have resources’. Criticize the statement by analyzing Maslow’s Theory.

Q.3 Mahatma Gandhi mentioned in his autobiography – The story of my experiments with truth “Day by day it became increasingly clear to me how very difficult it was to bring up and educate boys and girls in the right way. It was I to be their real teacher and guardian I must touch their hearts. I must share their joys and sorrows, I must help them to solve the problems that faced them, and I must take along the right channel the surging aspirations of their youth”. Being a student do you believe that the approach of teaching students these days could become more effective by incorporating Mahatma Gandhi’s philosophy as discussed by him in the above statement? Put your free and liberal views on the subject.

Q.4 Explain the effectiveness of the policies of non-violence and truthfulness in today’s world when most of the world is suffering from terrorism including India and USA.

Q.5 Mahatma Gandhi identified seven sins which give direction to corporate sector and humanity. Discuss all of them with appropriate examples.

Q.6 Discuss any incident from Mahatma Gandhi life that has created an impact on you.

Q.7 Write notes on any two of the following:
   a) Your objective in life
   b) Freudian’s Theory id, ego, super ego.
   c) Respect women.
End Semester Examination, May 2017
BBA (G) IB– Second Semester
QUANTITATIVE ANALYSIS(IB-202)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B**. Each question carries equal marks.

Q.1  Short answer questions:
   a) Find geometric mean of series: 2, 4, 8.
   b) Find median for the series: 248, 329, 267, 281, 300.
   c) What is the difference between frequency and mode?
   d) Calculate harmonic mean of series: 4, 8, 11.
   e) Give an example of Individual and continuous series.

   **2×5**

**PART-A**

Q.2  Calculate median, mode, Q and p_{80} for the given data:

<table>
<thead>
<tr>
<th>C.I.:</th>
<th>0-2</th>
<th>2-4</th>
<th>4-6</th>
<th>6-8</th>
<th>8-10</th>
<th>10-12</th>
<th>12-14</th>
<th>14-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>f:</td>
<td>3</td>
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<td>8</td>
<td>13</td>
<td>7</td>
<td>4</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

   **10**

Q.3  Calculate mean deviation about mean and its coefficient for the data given below:

<table>
<thead>
<tr>
<th>C.I.:</th>
<th>0-10</th>
<th>10-20</th>
<th>20-30</th>
<th>30-40</th>
<th>40-50</th>
<th>50-60</th>
<th>60-70</th>
</tr>
</thead>
<tbody>
<tr>
<td>f:</td>
<td>2</td>
<td>5</td>
<td>9</td>
<td>13</td>
<td>6</td>
<td>2</td>
<td>1</td>
</tr>
</tbody>
</table>

   **10**

Q.4  What do you mean by central tendency? Explain the different measures of central tendency by giving examples.

   **10**

**PART-B**

Q.5  a) What do you mean by Index Number? What are the problems arise in the construction of an Index Number?
   b) What do you mean by correlation? Write difference between correlation and regression.

   **6**
   **4**

Q.6  Calculate Karl Pearson’s coefficient of correlation for the data given below:

<table>
<thead>
<tr>
<th>x:</th>
<th>18</th>
<th>24</th>
<th>31</th>
<th>28</th>
<th>30</th>
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<th>20</th>
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<td>y:</td>
<td>39</td>
<td>48</td>
<td>32</td>
<td>40</td>
<td>30</td>
<td>50</td>
<td>35</td>
<td>45</td>
<td>38</td>
<td>41</td>
</tr>
</tbody>
</table>

   **10**

Q.7  Construct Fisher’s Ideal Index Number and show that it satisfies both Time reversal and factor reversal test for the given data:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2011</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</td>
</tr>
<tr>
<td>A</td>
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<tr>
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<td>4</td>
</tr>
<tr>
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<td>11</td>
<td>5</td>
</tr>
<tr>
<td>D</td>
<td>13</td>
<td>3</td>
</tr>
</tbody>
</table>
Q.1 Write short notes on any two of the following:
   a) Privatization of business.
   b) Advantages of partnership.
   c) Business as a system.  

Q.2 What is business organization? Explain its various forms. Also enumerate the merits and demerits of each.  

Q.3 Answer the following:
   a) Advantages and disadvantages of multinational corporations.
   b) Objectives of a business.  

Q.4 Discuss the concept, nature and scope of a business. Also highlight some of the key qualities required to be a successful businessman.  

Q.5 What is the difference between entrepreneur and a manager? Also discuss some of the qualities of an entrepreneur.  

Q.6 Write short notes on the following:
   a) NIESBUD.
   b) Business Environment.  

Q.7 What is the role and contribution of the following to Indian industry?
   a) NSIC.
   b) FICCI.
Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on: (ANY TWO)  
a) Ethnocentrism.  
b) Non-verbal communication.  
c) Anthropology.  

Q.2 Explain in detail the various elements of intercultural communication process.  

Q.3 Differentiate between the following:  
a) Micro culture and Macro culture.  
b) Cultural baggage and Cultural relativism.  

Q.4 What is “Conflict management”? Discuss some of the techniques used to manage conflicts.  

Q.5 What is “Cultural shock”? Discuss its various stages.  

Q.6 Answer the following: (ANY TWO)  
a) Highlight the significance of language in cross-cultural communication.  
b) Discuss the importance of “Feedback” in intercultural communication process.  
c) What are the attributes and abilities that a global manager must have?  

Q.7 Discuss briefly Hofstede’s five dimensions of cultural analysis.
End Semester Examination, May 2017
BBA (G) IB– Third Semester
CROSS CULTURAL COMMUNICATION (IB-301)

Time: 3 hrs. Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on any two of the following:
   a) Micro Culture and Macro Culture.
   b) Haptics and Proxemics.
   c) Ethnocentrism. 5×2

   PART-A

Q.2 Explain various management processes in different countries by using Hofstede Cultural dimensions. 10

Q.3 a) Explain various barriers in cross cultural communication in detail. 5×2
    b) Differentiate between cultural baggage and cultural relativism.

Q.4 a) Highlight the importance of ‘feedback’ in cross cultural communication process. 5×2
    b) Explain conflict management and related cross cultural aspects in detail.

   PART-B

Q.5 Mention the different stages of cultural shock. What do you understand by reverse shock and transition shock? Discuss few measures to overcome these. 10

Q.6 a) What are the attributes and abilities that a global manager must have? 5×2
    b) Explain the important concepts of culture that help in better understanding of social experience of a man in a society.

Q.7 a) Highlight the significance of language in cross cultural communication in detail. 5×2
    b) List down some of the barriers to intercultural communication.
End Semester Examination, MAY 2017
BBA (G) IB- Third Semester
PERSONALITY DEVELOPMENT - I(IB-303)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Give one word answer for the following:
   a) Sharing views and ideas with an audience using slides, pictures etc.
   b) Fastest type of reading.
   c) Slowest type of reading.
   d) Just-a-minute.
   e) A short skit to show a social situation.
   f) Speaking without practice.
   g) Argument between two groups on any issue where one speaks for and the other against it.
   h) Communication is incomplete without __________.
   i) Speaking in front of people.
   j) A group of words which make complete sense.  

**PART A**

Q.2 Differentiate between extensive and intensive listening. How can listening skills be improved?  

Q.3 What are the requirements of a good speaker? What are the do’s and don’ts a good speaker should keep in mind in order to be an effective speaker?  

Q.4 Discuss the points to be kept in mind while delivering a good presentation. What are the steps in planning a presentation?  

**PART B**

Q.5 Explain the different types of reading. How should common obstacles be overcome while reading?  

Q.6 Write short notes on **any two**:
   a) Word formation.
   b) Vocabulary.
   c) Construction of sentences.  

Q.7 Write a paragraph on **any one** of the following:
   a) Demonetization.
   b) Global warming.
End Semester Examination, May 2017
BBA (G) IB– Fourth Semester
FINANCE FOR MANAGERS (IB-401 / BIB-403)

Time: 3 hrs. 

Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q. 1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Write short notes on (any two):
   a) Return on investment.
   b) Working capital.
   c) Forms of dividend.
   d) Types of risks.

5×2

PART-A

Q.2 What do you mean by financial management? Discuss the approaches to finance function.

Q.3 Mr. Ganesh places his savings of Rs. 1000/- in a two year time deposit scheme of a bank which yields interest @6% p.a. compounded semi-annually. Find out the amount that Mr. Ganesh will receive at the end of two years.

Q.4 What do you understand by Risk? Explain the causes and types of risks.

PART-B

Q.5 What do you understand by capital budgeting? Explain the process of capital budgeting.

Q.6 Define ‘cost of capital’. Explain its significance in financial decision-making.

Q.7 Write a detailed note on dividend, including determinants of dividend policy.
Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 Write short notes on **(any two):**
   a) Contract of indemnity.
   b) Void agreements.
   c) Electronic governance. **5×2**

**PART-A**

Q.2 What do you understand by the term: contract? Discuss the various modes of discharging a contract in detail. **10**

Q.3 What is a contract of agency? How can we create an agency? Discuss some of the duties and rights of an agent in detail. **10**

Q.4 Write short notes on the following:
   a) Kinds of bailment.
   b) Contract of guarantee. **10**

**PART-B**

Q.5 What is digital? What are the provisions under the Information Technology Act for the same? **10**

Q.6 What is a negotiable instrument? Explain the features and types of negotiable instrument in detail. **10**

Q.7 What are the essential elements of contract of sale? Discuss some of the conditions and warrantees associated with this. **10**
Q.1 Define the following in brief:
   a) Stress.
   b) Mind mapping.
   c) Non-verbal communication.
   d) Prioritize.
   e) Mock interview.
   f) CV
   g) Self-assessment.
   h) Skills.
   i) Waste reducers.
   j) Research.

   **PART-A**

Q.2 Differentiate between verbal and non-verbal communication. Explain the importance of telephone skills and email skills in detail.
10

Q.3 Explain the complete form of SWOT analysis and PEST analysis and suggest areas of improvement for both.
10

Q.4 What do you understand by ‘team’? How is a team formed; and how are roles and responsibilities allotted to every team member?
10

**PART-B**

Q.5 Explain the term: stress management. Discuss the different types of stress and suggest ways for reducing stress in detail.
10

Q.6 Discuss the importance of time management. Suggest ways to effectively manage time and ways to reduce wastage of time.
10

Q.7 Highlight the steps involved in problem solving.
10
End Semester Examination, May 2017  
BBA (GEN)-IB–Sixth Semester  
ENVIRONMENTAL SCIENCES(IB-601)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Attempt any two of the following:
   a) What are the various components of environment?
   b) Differentiate between biotic and abiotic components.
   c) What are renewable resources? Give an example to elaborate. 5x2

PART-A

Q.2 Illustrate the importance of environmental studies with the help of examples. 10

Q.3 Explain the various functions of an ecosystem with the help of examples. 10

Q.4 a) Explain the three levels of biodiversity with appropriate examples.
   b) Explain food chain with examples. 5x2

PART-B

Q.5 Elaborate the role of information technology in environment and human health. What effects have mobile made in our society? Give few examples for the argument. 10

Q.6 Write short notes on any two of the following:
   a) Wasteland reclamation.
   b) Population explosion.
   c) Solid waste Management. 5x2

Q.7 Give a detailed account of causes, effects and control measures of air pollution. 10
End Semester Examination, May 2017
B.Sc. (Information Technology)– Fifth Semester
PERSONALITY DEVELOPMENT-V (IT.518)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; Q.1 is compulsory. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 Briefly answer:
   a) ____________ is the first criteria of selection in a job interview.
   b) ____________ makes sure, that one is taken seriously in the corporate world.
   c) Wearing casuals on Friday is named as ____________.
   d) Always cover your mouth using ____________ while coughing and sneezing.
   e) ____________ are those skills necessary for getting keeping and being successful in a job.
   f) ____________ is the most important document required for interview.
   g) The candidate must know his ____________ properly before going for interviews.
   h) ____________ is the best impression.
   i) ____________ mapping is necessary for success in career.
   j) ____________ is the ability to influence others towards the achievement of a goal.

   1×10

**PART-A**

Q.2 Explain the following terms:
   a) Do’s and don’ts for group discussion.
   b) Skill mapping.  

   5×2

Q.3 What are the techniques of group discussion? Explain.  

   10

Q.4 Compare the following:
   a) Debate and group discussion.
   b) Formal and Informal dressing.  

   5×2

**PART-B**

Q.5 What are the techniques of group discussion? Explain.  

   10

Q.6 List down the things to be taken care of while going for job interview. Explain the formal dress code for interviews?  

   10

Q.7 What are the points to be included while giving yourself introduction? Write yourself introduction that you would follow for your job interview.  

   10
End Semester Examination, May 2017  
B. Sc. (Information Technology)- First Semester  
PERSONALITY DEVELOPMENT-I(IT-103)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1

Note: Attempt **Five questions in all; Q.1 is compulsory.** Attempt any **TWO questions from Part A and TWO questions from Part B.** All questions carry equal marks.

Q.1 Write short notes on **any two:**  
   a) Barrier of communication.  
   b) Funny incident.  
   c) Qualities of a good professional.  

5x2

**PART-A**

Q.2 What are cross cultural communications? Discuss in details the high context and low context countries.  
10

Q.3 What is a non-verbal communication? Discuss in details the importance of distance in context of the same.  
10

Q.4 Pick up any moral value and write a short story depicting that value.  
10

**PART-B**

Q.5 What are presentation skills? What are the things one need to keep in mind for an effective delivery of presentation?  
10

Q.6 Do you think expressions are important while reading a text? Explain.  
10

Q.7 What is stress management? Give certain suggestions for reducing stress.  
10
End Semester Examination, May 2017  
B.Sc. (Information Technology) -Fourth Semester  
PERSONALITY DEVELOPMENT-IV (IT-403)

Time: 3 hrs  
Max Marks: 50  
No. of pages: 1  

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part-A** and **TWO** questions from **Part-B.** Each question carries equal marks.

Q.1 Write short notes on (any two) of the following:  
a) Emotional intelligence and its components.  
b) Customer engagement plan.  
c) Elements of good group discussion.  

5x2

**PART-A**

Q.2 What is bottle and funnel concepts of opening skills?  

10

Q.3 What is pre and post call analysis?  

10

Q.4 Explain time management matrix.  

10

**PART-II**

Q.5 Explain in detail the qualities and skills tested in a group discussion.  

10

Q.6 Explain the most important qualities of good resume.  

10

Q.7 How appearance and body language play an important role in personal interview?  

10
End Semester Examination, May 2017  
B.Sc. (Information Technology)—Fifth Semester  
SOFTWARE PROJECT MANAGEMENT (IT.512)

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  
a) What is the advantage of splitting?  
b) What are the characteristics of a project?  
c) What are basic principles of TQM?  
d) What are the objectives of EVM?  
e) What are the different criteria for project termination? Give any four.

Q.2  
a) What is multi-project resource scheduling? Explain its advantages and disadvantages?  
b) How resource allocation can be done effectively and efficiently during the software project management?

Q.3  
Consider the activity schedules for a software project.  
a) Construct a network diagram.  
b) Calculate the finish time using forward-pass and backward-pass.  
c) Find the critical path in the project:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Predecessor</th>
<th>Estimate in weeks</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start</td>
<td>—</td>
<td>0</td>
</tr>
<tr>
<td>C</td>
<td>Start</td>
<td>6</td>
</tr>
<tr>
<td>B</td>
<td>Start</td>
<td>4</td>
</tr>
<tr>
<td>P</td>
<td>Start</td>
<td>3</td>
</tr>
<tr>
<td>A</td>
<td>C, B, P</td>
<td>7</td>
</tr>
<tr>
<td>U</td>
<td>P</td>
<td>4</td>
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<td>R</td>
<td>A</td>
<td>3</td>
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<tr>
<td>N</td>
<td>U</td>
<td>6</td>
</tr>
<tr>
<td>End</td>
<td>T, R, N</td>
<td>0</td>
</tr>
</tbody>
</table>

Q.4  
a) Draw he to-down and bottom up approaches for building the WBS?  
b) Describe in detail the critical chain scheduling techniques.

Q.5  
Describe all the tools and techniques that are required to maintain the quality of the project.

Q.6  
How can be estimate quality such as:  
a) How much time is left?

PART-A

PART-B
b) How much work is performed on the project? Explain all the three basic values used to forecast.

Q.7 How to close a project successfully in project management? Define the term project audit and explain the audit process.
End Semester Examination, May 2017
B. Sc. (Information Technology) —Fifth Semester
ARTIFICIAL INTELLIGENCE (IT-513)

Time: 3 hrs.                                      Max Marks:  50
No. of pages:  1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **PART-A** and **TWO** questions from **PART-B.** Each question carries equal marks.

Q.1  a) What are the types of knowledge?
     b) List task domains of artificial intelligence.
     c) Discuss state space by taking a suitable example.
     d) What is a perceptron?
     e) What are the applications of expert system?  

   2×5

**PART-A**

Q.2  Solve the following cryptarithmetic problem by explaining constraint satisfaction technique.

\[
\begin{align*}
    \text{SEND} & \\
    + \text{MORE} & \\
    \text{MONEY} & \\
\end{align*}
\]

Q.3  a) What is the difference between blind search and heuristic search?
     b) Discuss state space representation using suitable examples.

Q.4  What do you various knowledge representation schemes? Explain by giving their advantages and disadvantages.

     10

**PART-B**

Q.5  Discuss/ Write a note on:
     a) Neural network.
     b) Back propagation network.  

     5×2

Q.6  How will you build an expect system? Discuss all its components in detail.

Q.7  a) State Baye’s theorem with an example.
     b) What do you understand by certainty factors? How will you calculate certainty factor. State the applications of certainty factors in real life.

     10
End Semester Examination, May 2017
B.Sc. (Information Technology)– Fifth Semester
MULTIMEDIA SYSTEMS (IT-514)

Time: 3 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1 Fill in the blanks with the most appropriate answer:

a) When several files are compressed into a single file, it is usually called _________.

b) Compressed files can be saved with the ability to automatically decompress themselves and place the files on the built-in hard disk. Such files are called _________.

c) A new “open” format that was developed to replace GIF without requiring licensing fees is the _________.

d) Bits of java programming code used to extend and customize a browser’s basic HTML capabilities are called _________.

e) If a work's copyright protection has expired and not been renewed, it is _________.

f) The complete navigation map that describes all the links between all the components of your project is known as _________.

g) ________ depicts all the tasks along a timeline.

h) Each graphic scene in an animation is referred to as _________.

i) High-definition television (HDTV) is displayed in _________.

j) The study of the movement and motion of structures that have joints is called _________.

Q.2
a) Describe the primary multimedia delivery methods the internet, wireless, CD-ROM and DVD as well as cite the history of MM.  

b) Define ‘hypermedia, hypertext, links, anchors and modes and be able to discuss both the potential and limitations of hypertext and hyperlinking systems.  

Q.3
a) Describe the use of colours and palettes in multimedia.  

b) Discuss the principles of animation.  

Q.4
a) What are the implications of using digital video in multimedia?  

b) Mentions common software programs used to handle text, graphics, audio, video and animation in multimedia projects and discuss their capabilities.  

Q.5
a) How to schedule the phases, tasks and work items required to complete a project.  

b) How to produce a successful multimedia project and work with clients?  

Q.6 Define what a computer network is and how internet domains, addresses and interconnections work.  

PART-A

Q.2
a)  

Q.3
a)  

Q.4
a)  

Q.5
a)  

Q.6
Q.7  a) What are the basic methods for displaying elements of multimedia on a web page, including using HTML, CSS and nibbling?

b) Discuss CD-ROM technology and standards as they apply to multimedia.
End Semester Examination, May 2017
B.Sc. (Information Technology)– Fifth Semester
VISUAL BASIC PROGRAMMING (IT.515)

Time: 3 hrs.                        Max Marks: 50
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) One major difference between procedure oriented programming and event driven programming is ___________. 2
   b) Forms and projects in VB are saved with the extensions _______ and _______. 3
   c) Explain the use of variant data type in VB. 2
   d) Two conditional statements available in VB are _______ and _______. 1
   e) Two controls used for database connectivity in VB are _______ and _______. 2

**PART-A**

Q.2 Explain the following terms:
   a) Properties window. 10
   b) IDE (Integrated Development Environment). 10
   c) GVI (Graphical User Interface). 10
   d) Scope of a variable. 10

Q.3 Explain the following conditional statements with the help of examples:
   a) For next statement. 10
   b) Select case statement. 10

**PART-B**

Q.5 Explain five study functions with the help of suitable examples. 10

Q.6 What is an array? Explain the difference between static and dynamic array with the help of an example. 10

Q.7 Explain the use of following controls:
   a) Listbox. 2x5
   b) Checkbox 2x5
   c) Textbox. 2x5
   d) Frame. 2x5
   e) Time control. 2x5
End Semester Examination, May 2017
B. Sc. (Information Technology) -Sixth Semester
MOBILE COMMUNICATION(IT-606)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Write short notes on:
   a) Signals.
   b) Antennas.

   PART-A

Q.2 What is wireless communication? Explain types of wireless data technologies used in detail.

Q.3 What is multiplexing? Explain types of multiplexing techniques used in communication.

Q.4 Explain mobile services used in GSM.

   PART-B

Q.5 a) Compare and contrast GPRS and GSM.
    b) Explain handovers in GSM.

Q.6 What is Hiperlan? Explain physical layer and MAC mechanism involved with diagrammatic representation.

Q.7 a) Differentiate between ‘infrastructures’ and ‘adhoc networks’.
    b) What is Mobile IP?
PROGRAMMING WITH JAVA (IT-607)

Time: 3 hrs.  Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt ANYTWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answer the following (ANY TWO):
   a) What is the relevance of triple shift operator?
   b) What is the difference between protected and default?
   c) What is polymorphism?
   d) What is importance of creating static functions?

   5×2

PART-A

Q.2 Discuss the following with suitable illustration:
   a) Selection control structures.
   b) Repetition control structures.

   5×2

Q.3 What is an ‘object’? Explain the importance of methods in object oriented programming. Describe the general form of a class and declaring objects.

Q.4 a) What are the differences between a constructor and a parameterized constructor?
   b) Write a short note on ‘access protection’.

   5×2

PART-B

Q.5 Write short notes on:
   a) Try-catch.
   b) Throws.
   c) Throw.

   4  3  3

Q.6 What is a package? How are package important? Write a program to import a class from another package.

   10

Q.7 Explain the life cycle of an applet in detail. Create an applet and write html code to display it.

   10
End Semester Examination, May 2017
B. Sc. (Information Technology) - Sixth Semester
PERSONALITY DEVELOPMENT-VI (IT-609)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. All questions carry equal marks.

Q.1 Analyse the following case and give your interpretation in 100 words:
Prem runs a company that offers private security guards, CCTV, burglary alarm and other security devices.
DCP Deepak learns that every time after a theft or robbery takes place, Police Inspector Jai advises the victim and bystanders to install security devices from Prem’s company to make their home and shops secure from criminals. Jai even tells them “When you go to Prem’s office, tell him I’ve sent you, he’ll give you special discount.” Deepak confronts Jai about this matter. Jai justifies his action by saying:

a) Yes, I take money for Prem to endorse his security products for homes and offices.
b) No, I’m not doing anything unethical because
   i) I use this money to pay my informers and keep a check on criminal elements. I don’t spent this money on myself or my family.
   ii) Even municipal buses and railway – wagons have advertisements, then why is an endorsement by a city official unethical or illegal?
c) Besides, Prem’s security devices are very effective at preventing burglary.

Should Deepak permit Jai to continue this endorsement activity? Yes/NO/Why? 10

PART-A

Q.2 As an intern at ABC consulting Pvt. Ltd, write an email to your internship project manager, Mr. Ramesh, informing about the progress that you are making and some difficulties that you are encountering. Sign the email as Bimal.

Thank-challenging-progress-tight schedule-support-report-analytics-guidance-access-doubt-requirements-design. 10

Q.3 How are group discussions different from debates? What are the main points that should be kept in mind during a group discussion? 10

Q.4 What are telecommunication skills? Why are they important? Explain the basic telephonic etiquettes that need to be kept in mind while communicating over phone. 10

PART-B

Q.5 “A good resume can get us shortlisted while a bad one can lead to rejection.” Explain. Also write the Do’s and Don’ts of resume writing. 10

Q.6 What are cover letters? Why are they important? You are V. Goyal. Write a cover letter to Mr. Gaurav Sharma, manager HR of ABC ltd. submitting your candidature for an opening in his organization. 10

Q.7 “The importance of formal education in India”. Discuss in 100 words. 10
Q.1 Answer the following questions:
   a) Define a process.
   b) Name the levels of Management.
   c) What is a structured decision?
   d) The backbone of any organization is:
   e) The elements of control will consist of:
      i) Authority, decision and Management.
      ii) Authority, direction and Management.
      iii) Authority, application and Management.
      iv) Authority, application and Information.
   f) GDSS means ________.
   g) Audit gives detail about ________ to Account Payable System.
      i) Account balance  ii) Transaction  c) Expenditure  d) All of the above.
   h) ________ details are given by Management to Marketing service system.
      i) Customer.  ii) Employee  iii) Supplier  iv) None of these.
   i) BPR stands for ________.
   j) Name any two Information Systems.

PART-A

Q.2 What is a system? Explain its concept and components in detail giving proper examples.

10

Q.3 What is an information system? Explain decision support system in detail.

10

Q.4 Explain the following:
   a) Structured v/s Unstructured decisions.
   b) Formal v/s Informal Systems.

10

PART-B

Q.5 Explain Gorry Scott Morton Grid as MIS Model.

10

Q.6 Explain the critical success factors in implementation of an Information system in detail with an example.

10
Q.7 Explain major business areas which includes Management Information System in the organization.

10
End Semester Examination, May 2017  
M. Com —First Semester  
MANAGEMENT FUNCTIONS AND APPROACHES(MC-101)

Time: 3 hrs.  
Max Marks: 100

No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Write short notes on (ANY FOUR):
   a) Contingency theory of management.
   b) Importance of controlling.
   c) MBO.
   d) Planning.
   e) Span of management.

Q.2 Henry Fayol believed that sound management practice falls into certain patterns that can be identified and analyzed. Discuss Fayol’s 14 principle of management with relevant examples.

Q.3 “Management is a wide term and business is one of its application of management”. In the light this statement, define management and discuss its functions with appropriate examples.

Q.4 Planning is a particular kind of decision making that addresses the specific future of the managers for their organizations goal. Discuss various characteristics of planning in detail.

Q.5 A leader gives a company the life which creates the products and innovations that it transforms to the committed employees resulting in the creation of effective organizations. Discuss traits of leadership that define great leadership.

Q.6 Managers have long believed that organizational goals are unattainable without the enduring commitment of members of the organization. Define motivation and explain the importance of motivation in corporate sector.

Q.7 Write notes on the following (ANY TWO):
   a) Types of controls.
   b) X and Y theories.
   c) Importance of communication.
End Semester Examination, May 2017
M. Com.– First Semester
ECONOMICS FOR BUSINESS DECISIONS (MC-102)

Time: 3 hrs.  
Max Marks: 100
No. of pages: 1

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B**. Each question carries equal marks.

Q.1 **Answer the following questions:**
   a) What do you understand by ‘supply’ in economics?
   b) Explain how market demand is derived from individual demand.
   c) When the price of commodity X was `10/- per unit, people consumed 3000 units. With a fall in price to `9, they consumed 3150 units. Calculate price elasticity of demand for X.
   d) What is ISO-quantcurve?
   e) What is meant by opportunity cost curve?
   f) What are the different degrees of price discrimination?
   g) Explain the features of oligopoly.
   h) What is product differentiation?
   i) Explain marginal revenue productivity theory of wages.
   j) Discuss uses of economics in business.

2×10

**PART-A**

Q.2 What is meant by demand forecasting? Discuss briefly the various techniques of demand forecasting.  

20

Q.3 Derive long-run average cost curve with the help of short-run average cost curve. What are the possible shapes of long run average cost curve?  

20

Q.4 **Case study:**

**Facebook**

Firms in India are losing productivity because of Facebook. Office staffs are spending too long on the social networking site. According to the Associated Chambers of Commerce and Industry (Assocham) employees use Facebook, Myspace and Linkedin for ‘romancing’ and other purposes. On average, employees spend an hour a day on sites like Facebook. This reduces productivity by 12.5%. Nearly half of office employees accessed Facebook during worktime. Some 83% saw nothing wrong in surfing at work during office hours. In September, 2012 Portsmouth City Council in England banned staff from accessing Facebook on its computers when it was discovered that they spent, on average, 400 hours on the site every month.

**Questions:**
   a) What is meant by productivity?
   b) Analyze the impact on a fall in productivity on costs.
   c) Analyze the possible consequences for business in India of banning access to Facebook and other social networking sites.
   d) Do you think access should be denied?

5×4

**PART-B**
Q.5 Explain how an individual firm attains equilibrium in the short and the long periods under conditions of perfect competition.  

Q.6 Define ‘oligopoly’. Explain how prices and output decisions are made in an oligopolistic market.  

Q.7 Discuss how markets determine incomes.
End Semester Examination, May 2017
M. Com.– First Semester
MARKETING MANAGEMENT (MC-103)

Time: 3 hrs.  
Max Marks: 100

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory.** Attempt any **TWO** questions from **Part A** and **TWO** questions from **Part B.** Each question carries equal marks.

Q.1 **Do as directed:**
   a) Differentiate between the concept of need, want and demand.
   b) List out the various macro-level environmental variables.
   c) What are various sources of collecting data?
   d) Full form of 3 R’s.
   e) Define ‘retailing’.

**Answer the following:**
   f) Why maturity stage is considered as the logest stage in the life of product?
   g) Suggest a successful way to segment the market for the following products.
      i) Detergent soap  
      ii) Designer jewellery.
   h) Explain the concept of product mix.

**PART-A**

Q.2  
   a) “We are two produce what people want and not what we can sell”. Explain the statement elaborating the concepts of marketing.  
   b) Explain how changes in the demographic and economic environment affect marketing decisions with an example.

Q.3  
   a) Explain segmentation, targeting and positioning with the help of an example.
   b) Discuss the steps that should be taken into consideration in the planning and development of a new product in brief.

Q.4  
   a) Explain the stages in the buying decision process in brief. Do all consumers pass through all stages in buying a shampoo?
   b) Discuss the impact of cultural factors on consumer behavior.

**PART-B**

Q.5  
   a) Discuss the factors affecting the pricing decisions of a product.
   b) Explain the difference between intensive, selective and exclusive distribution.

Q.6  
   Explain the unique characteristics of all promotional tools. Why is it important for marketers to understand these characteristics in selecting these tools?

Q.7  
   Write short notes on:
   a) Rural marketing.
   b) Servicemarketing.
Q.1 State whether the following statements are TRUE or FALSE:
   a) AS-17 is related to segment reporting.
   b) Accounting principles are generally based on practicability.
   c) Journal records transactions in analytical order.
   d) Cash discount is allowed on sale of goods.
   e) Assets which are immediately convertible into cost are called fixed assets.

   Fill in the blanks:
   f) Sale journals record all _______ sales of goods.
   g) All liabilities other than current liabilities are called __________.
   h) In foreign branch current assets should be converted into at _________ rate.
   i) Receipts and payments account record both __________ and __________ nature receipt and payments.

2x10

Q.2 Write short notes on:
   a) Responsibility of Accountant.
      10
   b) Conventions of accounting.
      10

Q.3 a) Explain the salient features of accounting standards.
      10
   b) Write a note on international financial reporting standards (IFRSs)
      10

Q.4 a) Differentiate between receipt and payment account and income and expenditure account.
      10
   b) Why adjustment entries are required to be made at the time of preparing final accounts? Give illustrative examples of any two such adjustment entries.
      10

PART-B

Q.5 a) On 31st March 2014, the trial balance of the Kanpur branch stood as follows:

<table>
<thead>
<tr>
<th></th>
<th>Amt. (`)</th>
<th>Amt. (`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock as on 1-4-2013</td>
<td>12,000</td>
<td>Delhi Office:</td>
</tr>
<tr>
<td>Furniture</td>
<td>4,800</td>
<td>Account</td>
</tr>
<tr>
<td>Debtors</td>
<td>11,200</td>
<td>Sales</td>
</tr>
<tr>
<td>Goods received from H. O.</td>
<td>32,000</td>
<td>Creditors</td>
</tr>
<tr>
<td>Salaries, Rent &amp; Expenses</td>
<td>4,400</td>
<td></td>
</tr>
<tr>
<td>Cash in hand</td>
<td>3,600</td>
<td></td>
</tr>
<tr>
<td><strong>Total =68,000</strong></td>
<td></td>
<td><strong>68,000</strong></td>
</tr>
</tbody>
</table>
Stock on 31st March 2014 was ‘9200. Find out the Kanpur branch profit and loss account, journal entries to incorporate the branch in the H. O. and also prepare the Kanpur branch account in the book of H.O.

15

b) Explain the salient features of dependent branch.

5

Q.6 Discuss the objectives and benefits of financial reporting.

20

Q.7 Write short notes on (any two):

a) Social accounting.

b) Accounting for changing prices.

c) Interim reporting.

10x2
Q. 1 Answer the following questions:
   a) Accepted principles of right or wrong governing the conduct of business people are called __________.
   b) Strong corporate governance procedures are needed to ensure that stock prices remain high. (True / False)
   c) A (n) ________ would be an example of a principal, while a (n) ________ would be an example of an agent.
   d) A Company’s ________ is (are) potentially the most effective instrument of good corporate governance.
   e) Write two powers of Board Committee.
   f) Write short note on Ad – hoc committee of Board Committee.
   g) What do you understand by ‘corporate philanthropy’?
   h) Write note on E – governance.
   i) Write two CSR initiatives in India by government.

Q. 2 Explain the evolution of corporate governance developments in India. Also, discuss the regulatory framework of corporate governance in India.  

Q. 3 Write note on following:
   a) Business values and business ethics.
   b) Corporate ethics.
   c) Ethical governance and social responsibilities

Q. 4 Distinguish between management and governance. Also explain the qualities, powers and responsibilities of Chairman.

Q. 5 Explain the role of the Board of Directors and structure of Board Committee.

Q. 6 Write short notes on:
   a) CSR and business ethics.
   b) CSR models.
   c) Drivers of CSR.
Q.7 Discuss in detail the various CSR initiatives taken by Coca-Cola Company.
End Semester Examination, May 2017
M.Com –Second Semester
MICRO ECONOMIC FOUNDATIONS (MC-201)

Time: 3 hrs
Max Marks: 100
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from Part A and TWO questions from Part B. Each question carries equal marks.

Q.1  
\textbf{a) Fill in the blanks:}  
\begin{enumerate}  
\item \text{__________ is the study of economy as a whole, it deals with aggregates like __________.}  
\item \text{Average propensity to save is the ratio of __________ to __________.}  
\item \text{Monetary policy refers to _________________.}  
\item \text{Balance of payment is _________________.}  
\item \text{Formula for calculating rate of inflation is _________________.}  
\end{enumerate} 
\hspace{1cm} 10

\textbf{b) Write short notes on:}  
\begin{enumerate}  
\item \text{Multiplier.}  
\item \text{Fiscal policy.}  
\end{enumerate}  
\hspace{1cm} 10

\textbf{PART-A}

Q.2  \hspace{1cm} 20

\textbf{Q.3}  
\textbf{a) Define marginal propensity to consume and average propensity to consume. What are the factors on which marginal propensity to consume depends?}  
\hspace{1cm} 10

\textbf{b) Explain relative income hypothesis. What are its shortcomings?}  
\hspace{1cm} 10

Q.4  \hspace{1cm} 20

\textbf{PART-B}

Q.5  \hspace{1cm} 20

\textbf{Q.6}  \hspace{1cm} 20

\textbf{Q.7}  \hspace{1cm} 20
Q.1  "Creative management, whether in public administration or private industry, depends on methods of inquiry that maintain objectivity, clarity, accuracy and consistency". Discuss this statement and examine the significance of research.  

Q.2  Explain the steps in research process with the help of a flow-chart of the research process.

Q.3  Explain the concept of research design. Describe some important research designs for research study.

Q.4  Discuss the role and application of a business research in design making.

Q.5  "Scaling describes the procedures by which numbers are assigned to various degrees of opinion, attitude and other concepts". Discuss. Also point out the bases for scale classification.

Q.6  What do you mean by “sample design”. What points should be taken into consideration by a researcher in developing a sample design for his research report.

Q.7  Enumerate the different methods of collecting data. Which one is the most suitable for conducting enquiry regarding family welfare programme in India?
End Semester Examination, May 2017  
M.Com – Second Semester  
FINANCIAL MANAGEMENT (MC-203)

Time: 3 hrs

Max Marks: 100

No. of pages: 2

Note: Attempt FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO from PART-B. All questions carry equal marks.

Q.1  
**a) Fill in the blanks:**

i) Three basic financial decisions are ______________, ____________ and ______________.

ii) Profitability Index is equal to ______________ ÷ ______________.

iii) When liquidity is the concern, method of capital budgeting to be used is ______________.

iv) Combined leverage is equal to ____________ x ____________.

v) Water model suggest that if r < Ke the payout ratio should be__________.

vi) Working capital is the excess of ______________ over ______________.

**b) State whether the following statements are TRUE or FALSE:**

i) Risk and return are two basic dimensions of financial decisions.

ii) PV F(r,n) and PVAF (r,n) are same.

iii) Cost of retained earnings is higher than the cost of equity.

iv) Capital structure theories describe the relationship between capital structure and value of firm.

v) Legal procedural matters have nothing to do with dividend decisions.

vi) Fund flow analysis is a technique of receivable management.

**PART-A**

Q.2  

a) “Financial management is nothing but managerial decision-making in asset mix, capital mix and profit allocation. Explain.”  

15

b) What is agency problem and why it arises?  

5

Q.3  

A company is considering new project for which investment data are as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Capital outlay</th>
<th>Depreciation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Rs.2,00,000/-</td>
<td>20% p.a.</td>
</tr>
</tbody>
</table>

Forecasted annual income before charging depreciation, but after all other charges are as follows:

<table>
<thead>
<tr>
<th>Year</th>
<th>Forecasted annual income</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Rs.1,00,000/-</td>
</tr>
<tr>
<td>2</td>
<td>Rs.1,00,000/-</td>
</tr>
<tr>
<td>3</td>
<td>Rs. 80,000/-</td>
</tr>
<tr>
<td>4</td>
<td>Rs. 80,000/-</td>
</tr>
<tr>
<td>5</td>
<td>Rs. 40,000/-</td>
</tr>
</tbody>
</table>

On the basis of the available data, set out calculations, illustrate and compare the following methods of evaluating the return:

a) Payback method.

1½x6
Q.4  a) A company needs Rs.12,00,00/- for the installation of a new factory which is expected to earn an EBIT of Rs.2,00,000/- per annum. The company has the objective of maximizing the earnings for share. It is considering the possibility of issuing equity shares plus raising debt of Rs.2,00,000/- or Rs.6,00,000/- or Rs.10,00,000/-. The current market price of the share is Rs.40/- and will drop to Rs.25/- if the borrowings exceed Rs.7,50,000/-. The cost of borrowing are indicated as under:

<table>
<thead>
<tr>
<th>Upto</th>
<th>As Indicated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rs.2,50,000/-</td>
<td>10%</td>
</tr>
<tr>
<td>Rs.2,50,000/- to Rs.6,25,000/-</td>
<td>14%</td>
</tr>
<tr>
<td>Rs.6,25,000/- to Rs.10,00,000/-</td>
<td>16%</td>
</tr>
</tbody>
</table>

Assuming the tax rate to be 50%, find out the EPS under different options.  

b) Explain in detail NOI theory of capital structure.  

Q.5  a) Explain the importance of working capital management. Discuss in details factors having a bearing on working capital needs.  
b) What is float? How can you play the float?  

Q.6  Explain in detail Walter’s approach to dividend policy.  

Q.7  Write short notes on:  
a) Receivables management.  
b) Operating cycle method of working capital.  
c) Financing of mergers.  
d) Capital budgeting techniques of evaluating mergers.
End Semester Examination, May 2017  
M.Com – Second Semester  
ADVANCE COST AND MANAGEMENT ACCOUNTING (MC-204) 

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2  

Note: Attempt FIVE questions in all. Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO from PART-B. All questions carry equal marks. 

Q.1  
a) Fill in the blanks: 
   i) Working capital is ______________ (-) ______________  
   ii) B.E.P at which firm earn ______________.  
   iii) When sales increased from Rs.40,000/- to Rs.60,000/- and profit increased by Rs.5,000/- then P/V ratio is ______________.  
   iv) Management accounting is to assist ______________ in performing various functions.  

b) State whether the following statements are TRUE or FALSE:  
   i) A fixed cost is fixed at per unit.  
   ii) Breakeven point is calculated after adding profit to fixed cost.  
   iii) A budget which is designed to change as volume of output changes is termed as flexible budget.  
   iv) The objective of cost accounting is to control the employees.  

c) Answer the following questions:  
   i) Write any two advantages of management accounting.  
   ii) Define the term ‘budget’ and mention various types of budget.  
   iii) Write any two area of cash flow statement.  

PART-A  

Q.2  
a) Discuss the role of management accountant in a modern organization.  
b) Differentiate between cost and management accounting.  

Q.3  
a) Discuss the essential requisites for installation of uniform costing.  
b) Explain the meaning, types and advantages of cost audit.  

Q.4  
a) Draw up a flexible budget for overheads expenses on the basis of the following data at 70% and 100% plant capacity levels:  

<table>
<thead>
<tr>
<th>Information</th>
<th>At 80% capacity (Rs.)</th>
<th>At 100% capacity (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Variable overheads:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Labour</td>
<td>12,000/-</td>
<td></td>
</tr>
<tr>
<td>b) Material</td>
<td>4,000/-</td>
<td></td>
</tr>
<tr>
<td>Semi-variable overheads:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Power (30% fixed)</td>
<td>20,000/-</td>
<td></td>
</tr>
<tr>
<td>b) Repair (40% fixed)</td>
<td>2,000/-</td>
<td></td>
</tr>
<tr>
<td>Fixed overheads:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Depreciation</td>
<td>11,000/-</td>
<td></td>
</tr>
<tr>
<td>c) Insurance</td>
<td>3,000/-</td>
<td></td>
</tr>
<tr>
<td>d) Others</td>
<td>10,000/-</td>
<td></td>
</tr>
</tbody>
</table>
b) The standard mix to produce one unit of product is as follows:

<table>
<thead>
<tr>
<th>Material</th>
<th>Qty. (Kg)</th>
<th>Rate (Rs. Per Unit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>60</td>
<td>15.00</td>
</tr>
<tr>
<td>B</td>
<td>80</td>
<td>20.00</td>
</tr>
<tr>
<td>C</td>
<td>100</td>
<td>25.00</td>
</tr>
</tbody>
</table>

During the month 10 units were actually produced and consumption as follows:

<table>
<thead>
<tr>
<th>Material</th>
<th>Qty. (Kg)</th>
<th>Rate (Rs. Per Unit)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>640</td>
<td>17.50</td>
</tr>
<tr>
<td>B</td>
<td>950</td>
<td>18.00</td>
</tr>
<tr>
<td>C</td>
<td>870</td>
<td>27.50</td>
</tr>
</tbody>
</table>

Calculate material variances.

Q.5 You are given the following information:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales (Rs.)</th>
<th>Profit (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>12,00,000/-</td>
<td>80,000/-</td>
</tr>
<tr>
<td>2011</td>
<td>14,00,000/-</td>
<td>1,30,000/-</td>
</tr>
</tbody>
</table>

Calculate:

i) Profit volume ratio (P/V ratio)
ii) Break even sales.
iii) Profit when sales is Rs.18,00,000/-
iv) What would be the sales volume to earn a net profit of Rs.55,000/-

Q.6 a) Draw a balance sheet from the following:

| Current ratio | 2:1 |
| Stock turnover ratio | 5 Times |
| Gross Profit ratio | 20% |
| Working Capital | Rs.40,000/- |
| Fixed assets to shareholders | 0.80 |
| Reserved and surplus to capital | 0.25 |
| Debtor Collection period | 73 days |

b) Differentiate between cash flow and fund flow statement.

Q.7 Write short notes on (any two):

a) TQM.

b) Pricing strategies.

c) Transfer pricing.
End Semester Examination, May 2017  
M. Com.—First Semester  
CORPORATE COMMUNICATION(MC-GE-01)

Time: 2 hrs.  
Max Marks: 50  
No. of pages: 1

Note: Attempt FIVE questions in all; Q.1 is compulsory. Attempt any TWO questions from PART-A and TWO questions from PART-B. Each question carries equal marks.

Q.1 Answers of the following in brief:
   a) What do you understand by the term “verbal communication”?
   b) What is written communication?
   c) Enlist the types of business letters.
   d) Draft the format of a report.

State whether the following statements are TRUE or FALSE:
   e) Effective communication leads to better work production.
   f) When verbal and non-verbal messages clash, receivers tend to believe the non-verbal messages?
   g) Good listening skills are inherent and cannot be inculcated.
   h) Grapevine is a formal communication flow in an organization which has both positive and negative impact on the environment.
   i) Business communication is both highly formal and unstructured.
   j) Badly encoded message leaves its receiver confused and not well informed. 1x10

PART-A

Q.2 Discuss the various barriers of communication in detail. What steps will you follow to overcome the communication barriers? 10

Q.3 What is the meaning of the term: “communication structure of the organization”? Discuss the effective forms of organizational communication. 10

Q.4 Assuming yourself to be the purchase officer of AradhanaOpticals, 24 Vijay Garg, Patna. Write a complaint to Ageless Glasses, 121 Paharganj, New Delhi reporting that the three of the six consignments containing glasses have been received in a damaged condition. Ask for the replacement of the damaged goods and seek compensation for the postage charges incurred. 10

PART-B

Q.5 Visions Unlimited India, Pune, is planning to start an NGO that will look after the welfare of blind people in the city. Assuming yourself to be the coordinator for the project draft a MEMO to be sent to the Vice President. Your memo should bring into focus the highlights of your project. 10

Q.6 Discuss the self-development skills one has to develop for sustaining in the corporate culture. Draft your SWOT analysis in brief. 10

Q.7 Draft an application along with the resume for the appointment at the position of HR Manager. 10
End Semester Examination, May 2017
M.COM–Second Semester
BUSINESS LEADERSHIP (MC-GE-06)

Time: 3 hrs
Max Marks: 50
No. of pages: 1

Note: Attempt FIVE questions in all. Q.1 is compulsory. Attempt TWO questions from Part-A and TWO from Part-B. All questions carry equal marks.

Q.1 Write short notes on:
a) Factors affecting business.
b) Traits of effective leader.
c) SWOT Analysis
d) Difference between values and principles.
e) Motivation.

PART-A

Q.2 Describe the various forms of business and explain the difference of past and present business trends. 10

Q.3 What is an importance of leadership? How leadership impact organizational performance? 10

Q.4 Explain the five different combinations of Leadership Grid Styles. 10

PART-B

Q.5 What are the elements of teamwork? What are the characteristics and disadvantages of working in teams? 10

Q.6 Explain the internal and external forces which impact the ‘change’ in an organization. 10

Q.7 Which are the roadblocks in the process to bring change in the organization and how would you overcome these obstacles? 10