End Semester Examination, Dec. 2015  
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) Users of accounting information.  
   b) Income and expenditure account.  
   c) Shares and dividends.  
   d) Perpetual and periodic inventory system.  

   **4x3**

Q.2 a) Prepare the accounting equation of the following:  
   i) Y started business with cash Rs. 90,000/-  
   ii) Purchased goods on credit Rs. 50,000/-  
   iii) Sold goods costing Rs. 20,000/- for Rs. 40,000/-  
   iv) Sold goods costing Rs. 20,000/- on credit for Rs. 42,000/-  
   v) Drawn for personal use Rs. 5,000/-  

   b) Journalize the following transaction:  
   i) Started business with Rs. 5,00,000/- cash.  
   ii) Deposited cash into bank Rs. 4,00,000/-  
   iii) Paid rent by cheque Rs. 5,000/-  
   iv) Bought furniture for Rs. 60,000/-; amount paid by cheque.  
   v) Bought goods from S.Khan for Rs. 50,000/-  

   **12**

Q.3 From the following trail balance prepare trading and profit and loss account for the year ended 31st December, 2012 and balance sheet as on that date:

<table>
<thead>
<tr>
<th>Particular</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 on 01.01.2012</td>
<td>46,000</td>
<td>-</td>
</tr>
<tr>
<td>Purchases and purchase return</td>
<td>1,50,200</td>
<td>600</td>
</tr>
<tr>
<td>Cash in hand</td>
<td>3,400</td>
<td></td>
</tr>
<tr>
<td>Freehold premises</td>
<td>38,600</td>
<td></td>
</tr>
<tr>
<td>Bank balance</td>
<td>22,660</td>
<td></td>
</tr>
<tr>
<td>Trade expenses</td>
<td>840</td>
<td></td>
</tr>
<tr>
<td>printing, stationery and advertising</td>
<td>1,640</td>
<td></td>
</tr>
<tr>
<td>Professional change</td>
<td>280</td>
<td></td>
</tr>
<tr>
<td>Commission received</td>
<td>-</td>
<td>3,300</td>
</tr>
<tr>
<td>Investment as on 1st January @10%</td>
<td>4,000</td>
<td></td>
</tr>
<tr>
<td>Interest on investment</td>
<td>200</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>
<tr>
<td>Salaries</td>
<td>14,000</td>
<td></td>
</tr>
<tr>
<td>Capital</td>
<td>-</td>
<td>1,14,000</td>
</tr>
<tr>
<td>Income tax</td>
<td>1,600</td>
<td></td>
</tr>
<tr>
<td>Discount allowed and received</td>
<td>6,300</td>
<td>4,600</td>
</tr>
</tbody>
</table>

P. T. O.
<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales returns and sales</td>
<td>550</td>
</tr>
<tr>
<td>Office furniture</td>
<td>3,050</td>
</tr>
<tr>
<td>Bills receivable/ Bills payable</td>
<td>3,200</td>
</tr>
<tr>
<td>Rent, rate and insurance</td>
<td>4,000</td>
</tr>
<tr>
<td>Bad debts provision</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>670</td>
</tr>
</tbody>
</table>

Total: 3,71,320

Adjustments:

a) Provide for wages Rs. 5,000/-.
b) Write off 5% depreciation on freehold premises and 10% on offer furniture.
c) Insurance to the extent of Rs. 200/- relates to 2013.
d) Stock on 31.12.2012 is Rs. 5,20,000/-
e) Charge interest on capital 5% and on drawings Rs. 300/-
f) Further bad debts are Rs. 1,000/-
g) Provide for doubtful debts @5% on sundry debtors.
h) Make provisions for discount on debtors and reserve for discount on creditors @2%.

Q.4 What is trial balance? Explain in detail various methods of preparing trial balance with suitable example.

**PART-B**

Q.5 Prepare a store ledger account from the following transactions under the LIFO method:

Jan 1 : Received 1,000 units @ Rs.10/- per unit
Jan 10: Received 260 units @ Rs.10.5/- per unit
Jan 20 : Issued 700 units
Feb 4  : Received 400 units @ Rs.11.5/- per unit
Feb 21 : Received 300 units @ Rs.12.5/- per unit
March 16: Issued 620 units
April 12 : Issued 240 units
May 10 : Received 500 units @ Rs.11/- per unit
May 25 : Issued 380 units

Q.6 a) A machine is purchased for Rs. 9,500/- 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. Calculate annual depreciation and rate of depreciation.
b) What is cash flow statement? Explain various activities associated with it.

Q.7 What is rectification of errors? Explain various classification of errors.
End Semester Examination, Dec. 2015
BBA (G) IB – Second Semester
MACRO ECONOMICS (2.234/367.204)

Time: 3 hrs Max Marks: 50
No. of pages: 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 Answer the following in brief:
   a) Money supply.
   b) Saving and investment.

State whether the following statement is TRUE or FALSE:
   c) GDP is the market value of all the goods and service produced in an economy.
   d) GDP deflator is the ratio of nominal GDP is a given year to real GDP.
   e) RBI is the banker of all the banks.
   f) Unemployment rate is defined as the percentage of the labour force that is employed.
   g) Consumption is the function of income.

PART-A

Q.2 a) Differentiate between real and nominal GDP. 5
    b) Explain the various causes of unemployment. 5

Q.3 What is monetary policy? Explain the functions and objective of monetary policy. 10

Q.4 Explain how budget deficit affects economic activity? 10

PART-B

Q.5 How is the real rate of exchange determined in a small open economy with perfect capital mobility? 10

Q.6 Explain the Phillips curve and also show the relation-ship between inflation and unemployment in the short run and long run. 10

Q.7 Discuss the short run and long run aggregate supply curves. 10
End Semester Examination, Dec. 2015  
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 Write short notes on (any three):
   a) Business environment.  
   b) MBO.  
   c) Formal and informal organization.  
   d) Control system.  
   e) Organizational change and conflict.  

**PART-A**

Q.2 What is management? Explain in detail different managerial roles played by a manager in an organization.  
12

Q.3 What is corporate social responsibility? Explain various CSR activities being conducted by organization with suitable example.  
12

Q.4 What is departmentalization? Explain different types of departmentalization in an organization.  
12

**PART-B**

Q.5 Describe the different methods of comparing the actual results with expected results for the purpose of evaluating the effectiveness of control system.  
12

Q.6 "Change is highly important to the success of an organization, but many people have the tendency, overtly or covertly to resist it‘. Comment. How do you think resistance to change can be overcome?  
12

Q.7 What is leadership? Explain in detail theories of leadership with relevance in organization and suitable example.  
12
End Semester Examination, Dec. 2015
BBA (G) IB - First Semester
MARKETING PRINCIPLES (2.103/367.103)

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 Define marketing. Explain various concept of a marketing. 10

PART-A

Q.2 What are the elements of marketing mix? Discuss utility of marketing mix. 10

Q.3 As a marketing expert, explain in detail the role of marketing in a society. 10

Q.4 What would you consider on the key basis for segmenting business markets in the beverage? 10

PART-B

Q.5 Define market research. Explain various sources of collecting primary and secondary data for marketing research. 10

Q.6 Marketing is important to all organizations, irrespective of which sector they operate in. Select an organisation from either the motor industry or FMCG sectors and
a) Show why marketing is important to the organisation.
b) Identify how marketing assists the following functions to perform their tasks effectively in context with marketing concept.
   i) Finance.
   ii) Production.
   iii) Distribution.
Please use examples to illustrate your understanding. 10

Q.7 Everyone talks about the fact that customers are central to the company and need focus and attention.
a) Explain in your own words why the customer is so important with the help of an example.
b) Describe in brief how marketers go about understanding the customer/consumer decision-making process and identify the various individual and socio-cultural influences on the decision-making process. 10
Q.1 Introduce the followings (any five):
   a) Verbal communication.
   b) Negotiation.
   c) Kinesis.
   d) Listening skills.
   e) Internet.
   f) E-mail.

PART-A
Q.2 What do you mean by business communication? What are its different elements? Throw light on objectives of business communication.

Q.3 What is the importance of oral presentation in professional communication? Write down the different steps for delivering an effective oral presentation.

Q.4 Write short notes on the followings:
   a) Process of communication.
   b) Agenda of the meeting.

PART-B
Q.5 What is body language? What role does it play in effective communication?

Q.6 Write an essay on any one of the following:
   a) All that glitters is not gold!
   b) Save rivers, save life!

Q.7 Draft a memo to all the employees of your company, announcing the new time-schedule for the winters. According to this schedule office commences one hour late. Assume yourself as the general manager of the company.
Q.1 Explain the following:
   a) Central processing unit.
   b) Transaction processing system.
   c) Search engine.
   d) Electronic payment.
   e) Extranet.

PART-A

Q.2 What is a computer system? Explain the various input and output technologies used in a computer system.

Q.3 Explain the activities performed by an information system. What are the resources that govern an information system?

Q.4 Define network. Differentiate between LAN, WAN and MAN.

PART-B

Q.5 What is system development life cycle? Explain the waterfall model of system development.

Q.6 Explain the various preventive measures taken to secure the information system.

Q.7 Describe human resource information system and marketing information system in detail.
End Semester Examination, Dec. 2015  
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) Demand curve.  
b) Monopolistic competition.  
c) Break even point.  
d) Opportunity cost.  

PART A

Q.2 Explain law of supply with the help of a supply curve and supply schedule. Discuss the exceptions of the law of supply.  

Q.3 Discuss the various concepts of short run cost curves.  

Q.4 Explain PPC curve. Why does the PPC shift? Explain with the help of diagram.  

PART B

Q.5 a) Define GDP and its importance. Explain the three methods of calculating GDP.  
b) Describe the concept of minimum wage legislation with the help of a graph.  

Q.6 In context to Indian economy, describe the role of savings and investments. How will it affect GDP?  

Q.7 a) Explain the structure of foreign exchange market.  
b) Describe the functions and characteristics of money.
End Semester Examination, Dec. 2015
BBA (G) IB – Second Semester
ENGLISH: STUDY WRITING (2.120/367.203)

Time: 3 hrs
Max Marks: 30

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 one:
   a) Essay as a “loose sally of mind”.
   b) Decision Making.

   PART-A

Q.2 What are the different levels of thinking? Discuss.

Q.3 Discuss in brief the different elements of structure in a long technical report.

Q.4 Write an essay on any one:
   a) Privatization in higher education.
   b) All that Glitters is not gold.

   PART-B

Q.5 What is book review? Discuss the process of book review in brief.

Q.6 Write down the features of a good essay. What are the various steps in writing an essay?

Q.7 What is plagiarism? How can one avoid plagiarism?
End Semester Examination, Dec. 2015  
BBA (G) IB – Third Semester  
ORGANIZATIONAL BEHAVIOUR (2.218)

Time: 3 hrs

Max Marks: 50

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 TWO):
   a) Readership.
   b) Stress management.
   c) Personality.
   d) Value.

**PART-A**

Q.2 How does organizational behavior contribute towards the achievement of organizational objectives? Also explain the challenges and opportunities faced by organizational behavior. 10

Q.3 What is the meaning of learning? English in detail the theory of classical conditioning. 10

Q.4 Is it possible to measure personality? Enumerate the tools available to measure personality. Also elaborate on the big 5 test. 10

**PART-B**

Q.5 Define groups. Explain the five stage process of team development in detail. 10

Q.6 What do you understand by ‘effective leadership’? Also explain the Hersey—Blanchard situational leadership theory. 10

Q.7 Read the case study carefully given below and answer the following questions:
   a) Do you think employees at organizations like Nynex are likely to be less productive and less committed due to the stress produced by fear of losing their jobs? *Why or why not?*
   b) In addition to buyouts, what steps could Nynex take to reduce the stress on both survivors and laid-off workers?
   c) What steps could individuals at Nynex take to reduce the work-related stress in their lives?

*Case study:*
Examination, Dec. 2015
BBA (G) IB – Third Semester
ORGANIZATIONAL BEHAVIOUR (2.218 / 367.301)

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. All questions carry equal marks.

Q.1 Write short notes on any two:
   a) Social learning theory.
   b) Conducting personality tests.
   c) Individual behaviour.
   5x2

PART-A

Q.2 What do you understand by organizational behavior? Explain the various contributing disciplines of organizational behavior. 10

Q.3 Discuss the term: “work related stress” and different ways to manage it. 10

Q.4 Explain the term ‘personality’. How many types of personalities traits are there? Explain them with the help of suitable examples. 10

PART-B

Q.5 Explain in detail the process of group development. Why do people form groups? Explain. 10

Q.6 What qualities should be there in a good leader? Explain Blake and Mountains managerial grid in detail. 10

Q.7 How is the culture of an organization formed? How can employees learn the culture so as to become an important part of the organization? 10
Q.1 Write notes on any two of the following:
   a) Mission statement.
   b) Diversification strategy.
   c) Corporate objectives.
   d) Corporate social responsibility (CSR).

   **PART-A**

   Q.2 Explain the concept of SWOT analysis as a tool facilitating strategic choice at the business unit level with appropriate examples.

   Q.3 Porter five forces analysis is a method managers use to analyse both internal and external environments of an organization. Discuss with suitable examples.

   Q.4 It is easier to point out examples of ‘bad’ governance than good governance. The most famous examples of bad governance are Enron, Kingfisher airlines, Sahara and many more. If these companies had more effective corporate governance system in place; these organizations would have been expanded their business and contributing to the economical growth of their countries. Discuss the concept and importance of corporate governance.

   **PART-B**

   Q.5 Explain the concept of strategic control systems with suitable examples.

   Q.6 “The key to the successful implementation of strategy is effective leadership”. Discuss alongwith the qualities of good corporate leader.

   Q.7 Write short notes on:
   a) SWOT analysis.
   b) Strategy implementation.
End Semester Examination, Dec. 2015  
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 notes on (any two):
   a) Operations strategy.
   b) Quality management.
   c) Goods vs services.
   d) Factors to be considered in plant location.

   5x2

PART-A

Q.2 What is operations management? Discuss in detail various activities involved in operations management.
   10

Q.3 Discuss in detail various steps involved in performance based management.
   10

Q.4 What is market analysis? Explain in detail need for assessing market analysis.
   10

PART-B

Q.5 What is quality management? Explain various techniques of quality control.
   10

Q.6 Attempt the following:
   a) What is supply chain management with suitable diagram explaining supplier customer linkages?
   b) Construct a control chart for the proportions of defectives obtained in repeated samples of size 100 from a process which is considered to be under control when the proportion of defective 'p' is equal to 0.20.

   10

Q.7 What is inventory control? Explain in detail various techniques of inventory control.
   5x2
End Semester Examination, Dec. 2015  
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) Importance of HRM.  
b) Methods of recruitment.  
c) Selection process.  
d) Importance of healthy and safe workplace.  

\[5 \times 2\]

**PART-A**

Q.2 “Strategic role of human resource management should be seen as dynamic, continuous, flexible and must be considered as a whole”. Discuss the concept of strategic human resource management in detail.  

10

Q.3 What is human resource planning? Explain the process of human resource planning.  

10

Q.4 Discuss the concept of cultural differences in multinational organizations. Give your suggestions as HR manager for bridging such gaps to improve the efficiency of the organization.  

10

**PART-B**

Q.5 What do you understand by performance appraisal? Explain the performance appraisal process in detail.  

10

Q.6 “HR managers play a critical role in bridging gaps between employees expectations and organizational needs”. Discuss the concepts of rewards and remuneration.  

10

Q.7 What is human resource cost? What are the main components of cost of manpower?  

10
Q.1 Answer any four of the following:
   a) Explain recent trends in retailing.
   b) What do you mean by retail format?
   c) Explain the importance of choice of retail location.
   d) Explain the concept of POS in advertising.
   e) Discuss the objectives of pricing.  

**PART A**

Q.2 What should be the strategy of retailing of the domestic branded jewellery player to increase branded jewellery consumption in India? What steps would you suggest to help consumers to buy jewellery in the same way as they would buy garments?  

Q.3 Explain the meaning of multichannel retailing. Give examples to support your answer.  

Q.4 a) Explain location strategy of Big Bazaar.
    b) Describe supply chain management with the help of suitable examples.  

**PART B**

Q.5 Why do you think that developing and customizing services are an integral part of CRM cycle? Support your answer with the help of an example.  

Q.6 Elaborate retail communication mix with the help of appropriate examples.  

Q.7 Read the case study carefully given below and answer the following questions:
   a) What has been the role of pricing strategy in the success of Margin Free Markets?
   b) Analyse the external and internal factors that have made it possible to sustain the present pricing strategy of Margin Free Market.
   c) Discuss the limitations of the existing pricing strategy of Margin Free Market. Suggest appropriate changes also.
Case study:

If the success of retail activity is measured in the number of outlets, the existing 240-odd chain of franchisees must have already made Margin Free the largest ‘pure retail chain’ (as distinct from retailers who are manufacturers) in the private sector. Even going by the number of footfalls, the Kerala-based retailer must have already beaten competition by a handsome margin.

The hyper markets will feature almost all conceivable retailing products under one roof - textiles, leather, cosmetics, provisions, electronic goods, consumer durables, grains; and grocery. As for ambience and class, they are most likely to resemble the Giant retailing chain operating out of Hyderabad and other cities.

The hyper market would not dabble in imported items - Chinese or otherwise - that are flooding the retail market right now. The cooperative society is in the process of mobilizing resources for the hyper market initiative. It plans to rope in outside investments over and above what the Consumer Protection and Guidance Society hopes to raise on its own.

The management feels that the Margin Free retail chain has been able to earn the wholesale trust of consumers in a very short span. However, in its journey to success, the Margin Free stores have made life slightly uncomfortable for entrenched interests who have, on one hand, been fleecing consumers and on the other, resorting to indiscriminate under invoicing to avoid tax. The latter leads to loss of crores of rupees in realisable revenue for the state government.

Every month, Margin Free is opening up to 12 stores and the number has grown to 241 at last count. The chain has spread to literally all parts of Kerala. It has seven franchisees in neighbouring Tamil Nadu already and two in Karnataka. The overall turnover has grown to Rs. 600 crore.

Margin Free has a consumer base of 9 lakhs and it sends them consumer cards at Rs. 40 per year. Customers who buy using this card get discounts on bulk purchases and also on government subsidized products like Rs. 2 per kg rice.

The stores are now opting for a major expansion drive. A key part of this is the introduction of private labelling, which is the season’s flavour in the retailing industry. For the purpose they have shortlisted 15 items - all generic labels like rice, sugar, etc. - and will add to the list in future.

Hence, they will be in a better position to provide quality stuff at considerably low prices within easy reach of an average middle-class family. For example, a packet of tea which sells for an MRP of Rs. 120 at one of the corporate retailers, will be available for Rs. 90 at the Margin Free stores.

The chain is now planning to open huge Margin Free hyper markets. The first such hyper market, featuring an array of wares and spread over 50,000 square feet of well-laid out space, is planned to open at Ernakulam. The two other hyper markets would be opened in Thiruvananthapuram and Kozhikode.
End Semester Examination, Dec. 2015  
BBA (G) IB – Second Semester  
INTRODUCTION TO INTERNATIONAL BUSINESS (2.231/367.207)

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 of the following:  
a) Equal cost advantage theory.  
b) Ethics in international business.  
c) Forward and future contract.  
d) Element of culture.  

5x2

PART-A

Q.2 Define international business. Explain in detail various strategies to enter foreign market.  

10

Q.3 Explain in detail modern trade theories of international trade.  

10

Q.4 Discuss in detail socio-cultural environment. Explain various factors in culture which affect the international business.  

10

PART-B

Q.5 What is foreign exchange market? Explain different theories of determining exchange rate.  

10

Q.6 Explain various factors that differentiate domestic HRM from international HRM. Discuss different training imparted to employee in home country.  

10

Q.7 What are trading block? Explain in detail various levels of integration.  

10
Q.1 Write short notes on any two:
   a) Mention two broad areas of business ethics.
   b) Whistle blower.
   c) Organizational ethics.  

PART-A

Q.2 Attempt the following:
   a) What are the responsibilities of a business towards creating a sustainable environment?  
   b) Why is it necessary to have code of ethics for the corporations?  

Q.3 Describe the process of strategic development and implementation of corporate governance.  

Q.4 Case Study:
Microsoft corp.
Giving money and making money have a lot in common. At Microsoft, there are problems that don’t appear solvable. At the Gata Foundation, we have to understand vaccines drugs and drug trials. In both, we can tell if we are doing okey, whether by counting wealth or reducing childhood deaths every year” Say Bill Gates, Microsoft founder and co-chain of the bill and Melinda gates foundation.
On a three day mission to India to convince wealthy Indian to give away some money to the poor, gates visited Sebjpura, Bihar and benefiting the foundation US $ 80 million grant to improve mother and child health. Pentavalent combination vaccines that provide immunity against 5 common infections-asthenia, pertussis, tetanus (DPT), hepatitis B and Hib-figured in his meeting with health minister Gulam Nabi Azad. India is the biggest recipient of foundation grants, getting appox US $ 1 billion of the foundations US $ 14.35 billion in grants for global health.
   a) Discuss how Indian Organization can contribute in corporate social responsibility as Microsoft did being international co.
   b) Discuss the role of CSR.  

PART-B

Q.5 Discuss the ethical impacts of globalization and how ethical practices can be implemented in international business?  

Q.6 Do you think business ethics should be taught in business management programmes? Give your views with suitable examples.  

Q.7 Write notes on any two of the following:
   a) Competition and ethics.
b) Ethics and technology.

c) Role of government for creating overall ethical environment in corporate sector.
End Semester Examination, Dec. 2015  
BBA (G) IB – Third Semester  
FINANCIAL MARKETS AND INSTITUTION (367.304)

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) Financial intermediaries.
   b) IBRD.
   c) Sarbanes Oxley Act.
   d) Differentiate between “forward contract” and “future contract”.
   e) Financial structure.  

   PART-A  
   2x5

Q.2 What is interest rate? Explain in detail risk and term structure of interest rate.  

Q.3 What is money? Explain role of money in financial market.  

Q.4 What is stock market? How does it function? Explain different forms of efficient market.  

   PART-B  

Q.5 Explain in detail functioning of banking industry and role of RBI in banking industry.  

Q.6 What is a foreign exchange market? Explain how exchange rates are determined in a foreign exchange market.  

Q.7 What are non-bank financial company? How NBFC’s can be categorized?
End Semester Examination, Dec. 2015
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) Job analysis.
b) Role of human resource manager.
c) Human resource policies.
d) Role of professionals in strategic HRM. 5x2

PART-A

Q.2 “Human resource management is advancement over traditional personnel management.” Comment. 10

Q.3 Explain the following:
a) Job rotation.
b) Role analysis 5x2

Q.4 Define HR planning. Explain the process of human resource planning. 10

PART-B

Q.5 What do you understand by recruitment? List out the merits and demerits of various sources of recruitment. 10

Q.6 What is performance appraisal? Describe its objectives & advantages. 10

Q.7 Distinguish between:
a) Training and education.
b) Training and development. 10
Q.1 Write short notes on:
   a) FDI v/s FII.
   b) Tariff v/s Non tariff barrier.
   c) TNC and MNC.
   d) Multinational Management.  

**PART-A**

Q.2 What opportunities might current IMF lending policies to developing nations create for international business? What threats might they create?  

Q.3 How international business is different from domestic business? Briefly explain its challenges and opportunities in contemporary global business.  

Q.4 Explain the role of world bank in the development of international business.  

**PART-B**

Q.5 Explain the characteristics of MNCs. How are they different from domestic companies? How do MNCs take advantage in emerging economies like India and how do they benefit these economies?  

Q.6 What are issues in global human resource management in Indian context?  

Q.7 Do you think training is essential for expatriates? Give reasons for your answer.
End Semester Examination, Dec. 2015  
BBA (G) IB - Fifth Semester  
INTERNATIONAL TRADE (367.502)

Time: 3 hrs  
Max Marks: 50  
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 Writ short notes on any five of the following:
   a) Heckscher-Ohlin theory  
   b) SAARC  
   c) VER  
   d) NTBs  
   e) BOT  
   f) BOP  

PART A

Q.2 Is free trade a sufficient condition for growth and poverty alleviation in developing countries? Critically evaluate how recent trade liberalization experience in some South Asian countries has influenced their economic growth and poverty?  

Q.3 a) Firms should not be investing abroad when there is a need for investment to create jobs at home. Do you agree? Explain.
   b) Write a detailed note on the MNC’s in India.

Q.4 a) Discuss in detail the problem associated with international purchasing.
   b) What is GATT? Comment on the origin and functions of WTO.

PART B

Q.5 "The study of international business is fine if you are going to work in a large MNC, but it has no relevance for individuals who are going to work in a small firm”. Comment.

Q.6 How would you evaluate the decision to choose the medium of shipment to other countries? List down some of the essential export documents required by an exporter.

Q.7 Case study:

India is a giant market. An estimated 300 million people belong to what is called the middle class. ‘Capitalism consumerism’ is a characteristic of this category. Another 700 million consumers exist in rural India. Each of the above segments makes for bigger population than the rest of the world, except China.

Irrespective of what some commentator have said, Indian firm are successfully competing across entire value chains spanning sectors. With more millions are living in rural area than in urban, companies are realizing the existence of huge untapped market. Appropriately several banking, FMeG, Healthcare, Automobile, Consumer durable companies have launched innovative strategies and products tailored for them. Among these are the Unilevers, ITC, ICICI Bank, State Bank of India, P&G, LG,
Samsung, Hero Honda, Maruti Suzuki, Tata Motors etc. The transformation in India in the early years of the 21st Century is remarkable! Whenever we are goes in remote villages or urban townships one can see thousands of self employed youngmen and women trying to learn more of the new skills for employability in modern way complex business.

Read the case study carefully given above and answers the following questions:

a) What do you understand by the term ‘consumerism’? Explain its significance in the content of international trade.

b) How should the government shape its international trade policies so as to achieve the goal of making India an economic superpower by the year 2030?
Q.1 Write short notes on any two:
   a) Research methods.
   b) Multivariate analysis.
   c) Primary data and secondary data. 5x2

**PART-A**

Q.2 What is research design? Explain the need of research design. Explain different types of research design along with suitable examples. 10

Q.3 Explain the concept of sample design. Discuss in detail with suitable examples the different types of sample design. 10

Q.4 Explain the concept of measurement in research. What difference does it make whether we measure in terms of a nominal, ordinal, interval or ratio scale? Explain with examples. 10

**PART-B**

Q.5 Explain briefly the concept of processing and analysis along with different processing operations with examples. 10

Q.6 What is SPSS? Explain in detail the applications of SPSS to find statistical measurement and Mann-whitey. 10

Q.7 Write short notes on any two:
   a) Objective of research.
   b) Scale construction techniques.
   c) Collection of data through schedules. 5x2
Q.1 Write short notes on (any two):
   a) European union.
   b) SAARC
   c) Transformational leadership.

**PART-A**

Q.2 What is globalization? Explain the factors that have favoured the process of globalization.

Q.3 ‘The culture of different countries affects the behavioural pattern of business’. Explain in detail the behavioural practices affecting business.

Q.4 What is cross-cultural negotiation? Explain the process of negotiation and how cultural differences affect negotiation?

**PART-B**

Q.5 ‘MNC’s typically turn to global structural arrangement’ comment. Also explain various global structural arrangements.

Q.6 What is performance management? Explain in detail approaches to staffing and various types of training imported to expatriates.

Q.7 Discuss briefly the international findings of two-factors theory of motivation.
End Semester Examination, Dec. 2015
BBA (G) IB – Sixth Semester
ADVANCED INFORMATION TECHNOLOGY (367.603)

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) Subscribing to news group.
b) Setting windows environment for dial-up networking.
c) Future of intranet. 5x2

PART-A

Q.2 Explain the concept of HTTP protocol intranet infrastructure. 10
Q.3 What is search engine concept? How can it be helpful in searching web? 10
Q.4 Write short notes on:
a) WWW
b) Audio on internet 5x2

PART-B

Q.5 Explain multimedia hardware and software tools. 10
Q.6 a) What is e-mail? What are its uses?
b) What is MS-Office? Explain its use. 5x2
Q.7 What is video-conferencing? How is it helpful to business? 10
Q.1 Explain the following briefly:
   a) Circular.
   b) Grapevine.
   c) Brochure.
   d) Minutes of a meeting.
   e) Oral presentation.

   PART-A

Q.2 Name the components of body language. Explain the significance of each in making communication effective.

Q.3 Write short notes on (any two):
   a) Barriers of listening.
   b) Importance and types of reading.
   c) Public speaking.

Q.4 “Feedback is the most important part of communication”. Discuss the above statement highlighting each step in the process of communication.

   PART-B

Q.5 As the CEO of XYZ company write a circular to all employees, calling them for an urgent meeting. Also attach an agenda to discuss issues like job performance, late-coming and interpersonal relations between the employees.

Q.6 Write a report on the incidence of fire in the godown of your company. Assume the company is an export unit, selling readymade garments.

Q.7 You had ordered a pair of shoes from flipcart.com. The shoes which were delivered were of the wrong size. Write a claim letter to the company asking them for a refund.
End Semester Examination, Dec. 2015  
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) Organising in a general sense means ________ of activities.
b) ________ refers to the managerial function of employing and developing HR.
c) Fayol developed the ________.
d) The management system is an ________.
e) ________ is and integration of legal and moral obligations of a company.
f) The medium is ________ or path through which the message is transmitted.
g) Leadership exists in every organization whether ________.
h) Objectives may be ________ or specific.
i) Career planning is the process by which one selects career goals and the path to these___________.
j) Organization chart is a ________ of the structure of an organization.
k) MBO is not merely a technique but a ________ to management.

State whether TRUE OR FALSE:

l) Performance appraisal is the same as performance management.
m) Managers are needed only in business firms.
n) Planning simply means thinking in advance what should be done.
o) Ethical behaviour is not in the long term interest of business. 1x15

UNIT-I

Q.2  
Define management. Discuss in detail the principles of management. 15

Q.3  
Write notes on the following:

a) Skills of a manager. 7
b) Differentiate between administration and management. 8

UNIT-II

Q.4  
Define planning. Discuss in detail the kinds of plans. 15

Q.5  
Explain the concept of decision making. Elaborate in detail the types of decision making. 15

UNIT-III

Q.6  
“Leadership is situational”, comment in detail. 15

Q.7  
Write notes on the following:

a) Forms of organizational structure. 7
b) Delegation and decentralization of organization structure. 8

UNIT-IV

Q.8  
Define the management function of control and its the necessity in detail. 15

Q.9  
Write notes on:
a) Break-even analysis. 

b) Business ethics.
End Semester Examination, Dec. 2015  
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:  
p) Monetarism theory of macro economist has propounded by ______.  
q) Fiscal multiplier_________.  
r) A tax is a ______payment made by a person or a firm to a ______.  
s) By______ we mean a time of generally rising prices.  

Answer in brief:  
t) Write two differences between GDP and GNP.  
u) Define cyclical consumption function.  
v) Define the term: Inflation.  
w) What is consumption function?  
x) Write two characteristics of Central bank.

UNIT-I

Q.2 What is macroeconomic equilibrium? Explain with the help of a diagram. Also explain how macroeconomic is different from microeconomic.  

Q.3 Define trade cycles? Explain different phases of trade cycles and what are its causes.  

UNIT-II

Q.4 Differentiate between relative, permanent and absolute income hypothesis. What type of decisions can be taken in business by permanent income hypothesis?  

Q.5 What is multiplier? How it can be calculated and used in business?  

UNIT-III

Q.6 Define the term: fiscal policy. What are the objectives of fiscal policy? How fiscal policy is used to achieve an economic stability?  

Q.7 What is public debt? Explain the methods of controlling public debts. What is the importance of public debts in a developing economy?  

UNIT-IV

Q.8 Differentiate between commercial and central bank. Explain the functions of Central bank in detail.  

Q.9 Write notes on the following:  
c) Credit control.  
d) Instruments of monetary policy.  
e) Components of supply of money.
End Semester Examination, Dec. 2015
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 STATE TRUE OR FALSE:
y) Debenture holders are owners of the company.
z) Goodwill is an intangible asset.
aa) Interest on calls-in-arrears is charged at 5%.
bb) A company cannot purchase its own debentures.
cc) Discount on issue of shares is a revenue loss.

WRITE SHORT NOTES ON:
dd) Reserve capital.
ee) Under-subscription and over-subscription.
ff) Different types of debentures.
gg) Underwriting commission.
hh) Buy-back of shares.

UNIT-I

Q.2 ABC Ltd. make an issue of 20,000 equity shares of Rs.10/- each payable as:
   • On application and allotment  -  Rs. 5/-
   • On first call  -  Rs. 3/-
   • On final call  -  Rs. 2/-
A member holding 300 shares did not pay the second and final call and his shares were forfeited. These shares were reissued at Rs.8/- per share. Pass necessary journal entries.

Q.3 a) What are the provisions of section-80 regarding redemption of preference-shares?
b) Write a short note on ‘alteration of share capital’.

UNIT-II

Q.4 Aman underwrites the new issue of 4000 shares of Rs. 100/- each of ABC Company. The agreed commission was 2.5% payable as to 60% in cash and the rest in fully paid shares. The public subscribed for 1600 shares and the rest had to be taken by the underwriters. These shares were subsequently quoted in the market at 15% discount. Make necessary journal entries in the ABC Company and the underwriter and also prepare the underwriter account.

Q.5 Describe the various methods for the redemption of debentures with suitable illustrations.

UNIT-III

Q.6 Prepare ‘liquidator’s final statement of account and explain it in detail.

Q.7 State how following items will appear in company:
a) Share capital.
b) Fixed assets.
c) Current liabilities.
d) Current assets.
e) Reserve and surplus.

UNIT-IV

Q.8 What do you mean by ‘Goodwill Valuation”? Discuss the methods which are used for Goodwill Valuation.

Q.9 Calculate value of equity share:

- Issued equity share capital: 50,000 shares of Rs.10/- each
- Paid up equity share capital: Rs. 8/- per share
- Preference Share capital (9%): 20,000 shares of Rs.10/- each fully paid-up.
- Annual transfers to general reserve: 20%
- Rate of tax: 50%
- Expected profits before tax: Rs. 2,18,000/-
- Normal rate of dividend: 15%
Q.1 Multiple choice questions:

a) A feature of MS Word that saves the document automatically after certain interval is available on:
   i) Save tab on option dialog box
   ii) Save as dialog box
   iii) Both of above
   iv) None of above

b) Ctrl + Z is used for:
   i) Undo the last action
   ii) Redo the last action
   iii) Add the new page
   iv) Paste the contents from clipboard

c) Word includes a series of predefined graphics called________ that can be inserted into a Word document:
   i) a, clip art
   ii) b, hyperlinks
   iii) c, captions
   iv) d, book mark

d) PowerPoint presentations are widely used as:
   i) Note outline for teachers
   ii) Project presentations by students
   iii) Communication of planning
   iv) All of above

e) If you select Insert>>Picture>>From File:
   i) You can insert pictures and clipart
   ii) You can insert clipart only
   iii) You can insert pictures only
   iv) None of above

f) From where can we set the timing for each object?
   i) Slide show, custom transition
   ii) Slide show, Slide transition
   iii) Slide show, custom animation
   iv) view, slide sorter

g) Each excel file is called a workbook because:
   i) It can contain text and data
   ii) It can be modified
   iii) It can contain many sheets, worksheets and chart sheets
   iv) You have to work hard to create it

h) All formula in Excel start with:
   i) a, %
   ii) b, +
   iii) c, =
   iv) d, -

i) Give an example of a cell address:
   i) 1125
   ii) 911
   iii) 41A
   iv) A21

j) Extension of a word document is:
   i) .document
   ii) doc
   iii) .doc
   iv) None of the above.

Q.2 What is a word processor? Explain the formatting features of a word processor. 10

Q.3 Explain the following features of MS Word with an example:
   a) Mail Merge
   b) Inserting Bullets and Numbering 5x2
UNIT-II

Q.4 What is MS PowerPoint? Explain the use of PowerPoint in education and business. 10

Q.5 Explain the following features of PowerPoint:
   a) Slide animation.
   b) Slide Transition.
   c) Slide Setup.
   d) Slide Sorter View. 10

UNIT-III

Q.6 Explain the following functions with suitable examples:
   a) Sum()
   b) Average()
   c) ABS()
   d) Round() 10

Q.7 What are the charts? Explain the different types of graphs and charts available in MS-Excel. 10

UNIT-IV

Q.8 What is multimedia? Explain the authoring tools used in multimedia. 10

Q.9 Explain the web applications of multimedia. 10
End Semester Examination, Dec., 2015
BBA (GEN) / BBA (BANKING) – Second Semester
ORGANIZATIONAL BEHAVIOUR (bba-2005)

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 Explain the following in brief (one or two sentences only):
   a) Globalization
   b) Industrial Revolution
   c) Values
   d) Learning
   e) Change
   f) Perception
   g) Power
   h) Politics
   i) Group
   j) Culture

   State whether the following statements are TRUE OR FALSE:
   k) People join groups to have a sense of belonging.
   l) Authority is the right to command.
   m) Leadership is the process of following people.
   n) Change is not necessary in today’s works.
   o) Negotiation means bargaining between people.

UNIT-I

Q.2 Highlight in detail the historical journey of organizational behaviours.

Q.3 Explain the challenges being faced by managers in today’s competitive world of business.

UNIT-II

Q.4 Write short notes on:
   a) Erikson’s personality theory.
   b) Attitudes in organizations.
   c) Perception process.

Q.5 Write short notes on the following:
   a) The big five model of Personality.
   b) Learning theories.
   c) Maslow’s Need Hierarchy Theory of Motivation.

UNIT-III

Q.6 Discuss the process of group decision making. How is it beneficial for organizations?

Q.7 What do you understand by organizational power? How do people respond to power?

UNIT-IV
Q.8 What is meant by organizational change? Explain the Lewin’s model of change and the different ways in which people react to change.  

Q.9 What do you understand by organizational structure? Discuss the different types of structures which exist in organizations.
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS ORGANIZATION (BBA-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 Answer the following questions:
   a) The main objectives of SBI are ___________ and ___________.
   b) Define “sole proprietorship”.
   c) Write any two differences in Public and Private Ltd. Company.
   d) FICCI stands for ___________.
   e) Define entrepreneurship.
   f) Write any two functions of business.
   g) State any two merits of Joint Hindu family business.
   h) State any two qualities of a good entrepreneur.
   i) Write any two names of Public Ltd. companies.
   j) Represent diagrammatically business as an open system.
   2x10

PART-A

Q.2 a) Differentiate between business, trade and commerce.  
   10
   b) Explain the nature and objectives of business.  
   10

Q.3 a) Differentiate between company and partnership firm.  
   10
   b) Explain the various type of cooperative societies with an example.  
   10

Q.4 Define the concept of Multinational Corporation. Discuss the process and capital requirement for setting up a multinational corporation.  
   20

PART-B

Q.5 What do you understand by entrepreneurship? Explain the qualities of a successful entrepreneur and also discuss the entrepreneurial opportunities in contemporary business environment.  
   20

Q.6 a) Discuss the organizational structure and functions of a stock exchange in India.  
   10
   b) Discuss the merits and demerits of business combination.  
   10

Q.7 Write short notes on:
a) CII
b) Functions of Chamber of Commerce and Industry
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – First Semester
BUSINESS ORGANIZATION (BBA-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 Answer the following questions:
a) SEBI stands for ______________. 
b) FICCI stands for _____________.
c) Define trade. 
d) Define commerce. 
e) Write two types of co-operative societies. 
f) What is HUF? 
g) Represent diagrammatically business as an open system. 
h) Write any two objectives of CII. 
i) Write any two functions of business. 
j) State any two advantages of sole proprietorship.

2x10

PART-A

Q.2 a) Define business. Explain the concept, scope and objectives of business.

10

b) Differentiate between commerce and trade.

10

Q.3 Explain the term business environment. Discuss in detail factors affecting business environment.

20

Q.4 a) Write a short note on partnership.

10

b) Discuss the advantages and limitations of MNC.

10

PART-B

Q.5 a) What do you understand by entrepreneurship? Explain the qualities required to be a successful entrepreneur.

10

b) Briefly explain the process of setting up a business enterprise.

10

Q.6 a) What is business combination? Explain the causes of business combination.

10

b) Explain government and business interface in detail.

10
Q.7 Write short notes on:
a) Stock exchange in India.
b) FICCI.

10x2
END SEMESTER EXAMINATION, DEC. 2015
BBA (Gen) / BBA (Banking) - First Semester
BUSINESS MATHEMATICS (BBA-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) What do you mean by lower-triangular matrix?
b) If \[ \begin{bmatrix} x+10 & y^2+2y \\ 0 & -4 \end{bmatrix} = \begin{bmatrix} 3x+4 & 3 \\ 0 & y^2-5y \end{bmatrix} \]; then find \( x \).
c) Write in roster form: \( \{ x : x \text{ is a vowel in alphabet} \} \)
d) If \( a = 5 \) and \( d = 3 \); then find \( S_{20} \).
e) What do you mean by symmetric difference?
f) If \( A = \{1, 2, 3, 4\} \) and \( B = \{4, 6, 8, 10\} \); then find \( A - B \) and \( B - A \).
g) What percentage of 280 is 14?
h) Differentiate \( e^{2 \log x} \) w.r.t. \( x \).
i) Define power of a set.
j) How many arrangements can be made by using letters of the word 'AMAN'? 2x10

PART-A

Q.2  a) Prove that: \( A - (B \cap C) = (A - B) \cup (A - C) \).
b) In a class of 35 students, 15 study Mathematics, 22 study Biology and 14 study Physics. If 11 study both Mathematics and Biology, 8 study Biology and physics, 5 study Mathematics, and Physics and 3 study all the three subjects, find how many students study:
   i) At least one of three subjects
   ii) At most two subjects
   iii) Mathematics and Biology but not Physics.
   c) Let \( A = \{ x : x \in N \text{ and } x \text{ is multiple of } 2 \} \)
   \( \{ x : x \in N \text{ and } x \text{ is multiple of } 5 \} \)
   \( \{ x : x \in N \text{ and } x \text{ is multiple of } 10 \} \)
   and \( U = \{1, 2, 3, 4, 5, \ldots, 30\} \)
   then show that:
   i) \( A - B = A \cap B^C \)
   ii) \( A - (B \cap C) = (A - B) \cup (A - C) \)
   iii) \( (A \cup B) \cap (A \cup B^C) = A \)
   d) Show that \( \frac{x}{y} + \frac{y}{x} = 7 \)

Q.3  a) Solve the following equations:
   \( 2^x + 3^y = 17; \quad 2^{x+2} - 3^{y+1} = 5 \)
b) If \( \log \frac{x+y}{3} = \frac{1}{2}(\log x + \log y) \); show that \( \frac{x}{y} + \frac{y}{x} = 7 \)
c) Find the value of \( x \) if \( \log_x 4 + \log_x 16 + \log_x 64 = 12 \)

Q.4  a) Evaluate: 0.68
b) The product of three numbers in G.P. is 216. If 2, 8, 6 be added to them, the numbers are in A.P. Find the numbers.

c) If the first term of an A.P. is 2 and sum of 1st five terms is equal to one fourth of the sum of next five terms; find the sum of first 30 terms.

**PART-B**

Q.5  

a) Find how many arrangements can be made with the letters of the word 'SHASHIKANT'? In how many of them:

i) Vowels are not together?

ii) Begin with N and end with T?

b) How many i) straight lines, ii) Triangles can be obtained by joining 14 points, 6 of which are collinear?

c) A committee of 8 is to be selected out of 6 males and 8 females. In how many ways can it be formed so that the males may not be outnumbered?

Q.6  

a) Find inverse of the matrix and verify that \(A^{-1} \cdot A = I\)

\[
A = \begin{bmatrix}
-5 & 3 & 3 \\
6 & 2 & 4 \\
1 & 7 & 7
\end{bmatrix}
\]

b) For the matrix \(A = \begin{bmatrix} 3 & 1 \\ 7 & 5 \end{bmatrix}\), find \(x\) and \(y\) so that \(A^2 + xI = yA\).

c) If \(A = \begin{bmatrix} 1 & -2 & 3 \\ -4 & 2 & 5 \end{bmatrix}\) and \(B = \begin{bmatrix} 2 & 3 \\ 4 & 5 \end{bmatrix}\), show that \(AB \neq BA\).

Q.7  

a) If \(y = \frac{3-u}{2+u}\) and \(u = \frac{4x}{1-x^2}\), find \(\frac{dy}{dx}\).

b) If \(y = \sqrt{x} + \frac{1}{\sqrt{x}}\); show that \(2x \frac{dy}{dx} + y = 2\sqrt{x}\).

c) Differentiate w.r.t. \(x\): \(\frac{\sqrt{x+1} + \sqrt{x-1}}{\sqrt{x+1} - \sqrt{x-1}}\)
End Semester Examination, Dec. 2015  
BBA (Gen) / BBA (Banking) - First Semester  
BUSINESS MATHEMATICS (BBA-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) What is a null matrix?  
b) If \[
\begin{bmatrix}
  x + 3 & y + 9 \\
  0 & 1
\end{bmatrix} = \begin{bmatrix}
  4x - 7 & 10 \\
  7 & y^2
\end{bmatrix};
\]
then find \(x\).

c) Differentiate \(2^{3\log x}\) with respect to \(x\).

d) How many arrangements can be made by using letters of the word 'INDIA'?

e) Define universal set and subset.

f) If \(a = 2\) and \(d = 5\); then find \(S_{12}\).

g) What percentage of 300 is 15?

h) Write in roster form; \(\{x : x \text{ is prime number and less than 21}\}\)

i) If \(A = \{a, e, i\}\) and \(B = \{e, f, g, k\}\) then find \((A - B)\) and \((B - A)\).

j) What do you mean by order of a matrix? Show \((3 \times 2)\) matrix with the help of an example.

2x10

PART-A

Q.2  
a) Prove that: \(A - (B \cap C) = (A - B) \cup (A - C)\).  

b) In a survey of 50 people, 13 read magazine A, 27 read magazine B and 17 read magazine C. If 12 read both A and B, 18 read B and C, 9 read A and C and 5 read all the three magazines. Find how many people read:

i) Only one magazine.

ii) Exactly two magazines.

iii) None of the three magazines.

9

c) If \(u = \{1, 2, 3, \ldots, 27\}\)
\(A = \{2, 7, 9, 13, 22\}\)
\(B = \{3, 7, 13, 18\}\)
\(C = \{1, 4, 21, 22, 17, 27\}\)

then find the following:

i) \((A - B) \cup C\)

ii) \(A^c \cap B^c\)

iii) \((A - B) - C\)

iv) \((A \cup B) \cap C\)

v) \(A \cap B \cap C\)

vi) \((B - A)^c\)

vii) \(C^c - (A \cup B)\)

7

Q.3  
a) Solve the following equations:

\(2^x + 3^y = 17\); \(2^{x+2} - 3^{y+1} = 10\)

6

b) Find the value of \(x\) if \(\log x + \log 32 + \log x64 = 12\).  

7
c) If $\log\left(\frac{x+y}{3}\right) = \frac{1}{2}(\log x + \log y)$; show that $\frac{x+y}{y} = 7$.

Q.4  a) Evaluate: $0.32$
   b) The product of 3 numbers in GP is 216. If 2, 8, 6 are added to them, the numbers all in A.P. Find all the numbers.
   c) If $a=2$, $d=7$. Find the sum of first 30 terms. Find two arithmetic means also between these numbers.

**PART-B**

Q.5 a) Find how many arrangements can be made with the letters of the word 'MATHEMATICS'? In how many of them?
   i) Vowels all together.
   ii) Begin with E.
   b) A committee of 8 is to be selected out of 8 males and 12 females. In how many ways can it be formed so that the females don't exceed males in numbers?
   c) In how many ways can 3 males and 5 females be sit around a round table such that no two males sit together?

Q.6 a) Find the universe of the matrix:

$$A = \begin{bmatrix} 7 & 1 & 2 \\ 3 & 1 & 5 \\ 6 & 0 & 4 \end{bmatrix}$$

and prove that $A \cdot A^{-1} = I$

b) If $A = \begin{bmatrix} 1 & 0 & 1 \\ 3 & 7 & 2 \end{bmatrix}$ and $B = \begin{bmatrix} 2 & 4 \\ 1 & 8 \\ -1 & 0 \end{bmatrix}$ then prove that $AB \neq BA$

c) If $A = \begin{bmatrix} 2 & 3 \\ 7 & 1 \end{bmatrix}$ then find the value of the expression $A^2 + 2A + 5$.

Q.7 a) If $y = \frac{3+4}{2-4}$ and $u = \frac{2x}{\sqrt{1-x^2}}$ find $\frac{dy}{dx}$.

b) If $y = \sqrt{x} + \frac{1}{\sqrt{x}}$; show that $\frac{2xdy}{dx} + y = 2\sqrt{x}$

C) Differentiate $2\log x + \frac{e^x}{x^2 + 1} - 3x^2$ with respect to $x$. 
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – First Semester
COMPUTER FUNDAMENTALS (BBA-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  a) Which of the following is not purely output device?
   i) Screen  ii) Printer  iii) Speaker  iv) Plotter
b) Define software.
c) Which number system is used in computer?
d) Which of the following is internal memory?
   i) Disks  ii) Pen drives  iii) RAM  iv) CDs
e) What is the abbreviation of EBCDIC?
f) Name any four output devices.
g) What is data?
h) What is ROM stands for?
i) The octal number system is in base _________.
j) The largest digit in decimal number system is _________.

PART-A

Q.2  a) Differentiate between analog and digital computer.  
    b) Write short notes on:
       i) Components of a digital computer.
       ii) Hardware.

Q.3  Connect the following numbers into their respective system:
   a) 234₁₆ = ?₈
   b) E₁₆ = ?₂
   c) AC.BD₁₆ = ?₂
   d) 1100011₁₀ = ?₂

Q.4  Explain input devices with their features and uses in detail.

PART-B

Q.5  What is an operating system? Explain in detail.

Q.6  Write short notes on:
   i) Use of computer applications in book publication.
   ii) Desktop publishing system.

Q.7  Explain the use of computers in the following fields.
   i) Educations.
   ii) Medical field.
End Semester Examination, Dec. 2015  
BBA (GEN) BBA (Banking) – First Semester  
COMPUTER FUNDAMENTALS (bba-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. Each question carries equal marks.

Q.1 Fill in the blanks:
   a) __________ is an example of input device.
   b) __________ bits = 1byte.
   c) The radix of octal number is __________.
   d) 1’s complement of (10110)₂ is __________.
   e) RAM stands for __________.
   f) 2’s complement of 10101 is __________.
   g) A set of programs that control the computer resources is __________.
   h) In banks __________ is used to process cheques.
   i) Highest digit in a decimal number system is __________.
   j) ASCII stands for __________.  1x10

PART-A

Q.2 What is a computer system? Explain with the help of a block diagram.  10

Q.3 Explain the following:
   a) Digital and analog computers.
   b) Generations of computers.  5x2

Q.4 Solve the following:
   a) (110110)₂ = (?)₁₆
   b) (101011)₂ + (101010)₂ = ?
   c) (AE.2C)₁₆ = (?)₈
   d) (27.625)₁₀ = (?)₂
   e) (36.2)₈ = (?)₂  2x5

PART-B

Q.5 What are printers? Differentiate between impact and non-impact printers.  10

Q.6 Describe the following:
   a) Operating system
   b) Primary memory  5x2

Q.7 State the use of computers in the field of medical and education.  10
Q.1 **Fill in the blanks:**

a) Interest on drawings is ________
b) Life membership fees is a ________ receipt.
c) Goods given as samples should be credited to _______ account.
d) At the time of charging depreciation, asset account is ________ and depreciation is ________.

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

f) The receipts and payments accounts is a summary of all revenue receipts and payments.
g) Stock at the end if appears in trial balance, is taken only to the trading accounts.
h) Depreciation paid on the assets is debited to profit and loss accounts.
i) Cheques issued but not presented for payment will increase the balance as per the pass book.

**Briefly distinguish between:**

j) Profit and non-profit organisation
k) Income and expenses
l) Current assets and current liabilities

**Briefly explain the following:**

m) Objectives of preparation of balance sheet
n) Branches of accounts

**PART-A**

Q.2 Define the term ‘Accounting’. Explain its features and limitations. Also discuss the basic principles of accounting.

Q.3 Pass journal entries of the following transactions and prepare cash account:

a) Ajay started business with cash Rs. 100000/- and immediately paid into bank Rs. 50000/-.
b) Ajay purchased goods from Abhay for Rs. 20000/- and returned goods to Abhay Rs. 10000/- and paid cash to Abhay in full settlement Rs. 9800/-. 
c) Paid for stationery Rs. 500/-, rent Rs. 1000/- and salaries to staff Rs.5000/-.  
d) Purchased old machinery for Rs. 10000/- and spent Rs. 500/- on its carriage and Rs. 2000/- on its immediate repairs. 
e) Goods worth Rs. 20000/- got destroyed by fire. Insurance Co. admitted claim for 60% amount.  
f) Mr. R whom owned us Rs. 5000/- becomes insolvent and a final dividend of 60 paise in a rupee is received from his estate. 
g) Paid landlord Rs. 12000/- for rent. One third of the building is occupied by the proprietor for residential use.
Q.4  a) What do you mean by errors? What are its different types? Explain them briefly with a suitable example.  
b) What is suspense account? When is it opened and how is it closed?  

PART-B  

Q.5  a) On 1\textsuperscript{st} April, 2000, S Ltd. Purchased a machinery for Rs. 390000/- on which they spent Rs. 5000/- for carriage and Rs. 5000/- for installation charges. On 1\textsuperscript{st} November 2001, they purchased machinery for Rs. 100000/- and immediately spent Rs 20000/- on its overhauling. On 30\textsuperscript{th} September 2002, the machinery purchased in 2000 was sold at a loss of Rs.172800/-. The company charges depreciation @10% p.a. on written down value basis. Accounts are closed on 31\textsuperscript{st} March every year. Prepare Machinery and Depreciation Account up to 31\textsuperscript{st} March 2003.  
b) What is Bank reconciliation statement? What are the causes of difference in the cash book and pass book balance?  

Q.6  Prepare Trading, Profit and Loss A/c and Balance sheet from the followings transactions as on 31\textsuperscript{st} Dec 12:  

<table>
<thead>
<tr>
<th>Particular</th>
<th>Amount (Rs.)</th>
<th>Particular</th>
<th>Amount (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash in hand</td>
<td>2000</td>
<td>Sales</td>
<td>350000</td>
</tr>
<tr>
<td>Cash at bank</td>
<td>18000</td>
<td>Carriage on sales</td>
<td>2100</td>
</tr>
<tr>
<td>Purchase</td>
<td>220000</td>
<td>Bad debts provisions</td>
<td>2500</td>
</tr>
<tr>
<td>Return inward</td>
<td>6000</td>
<td>Debtors</td>
<td>82000</td>
</tr>
<tr>
<td>Return outward</td>
<td>7500</td>
<td>Creditors</td>
<td>30000</td>
</tr>
<tr>
<td>Carriage on purchase</td>
<td>4400</td>
<td>Capital</td>
<td>217000</td>
</tr>
<tr>
<td>Fuel and power</td>
<td>15500</td>
<td>Investment</td>
<td>20000</td>
</tr>
<tr>
<td>Stock (1-1-2009)</td>
<td>36000</td>
<td>Interest on investment</td>
<td>2000</td>
</tr>
<tr>
<td>Bad debts</td>
<td>6200</td>
<td>Loan from X @18% p.a.</td>
<td>10000</td>
</tr>
<tr>
<td>Misc. Receipts</td>
<td>120</td>
<td>General expenses</td>
<td>10600</td>
</tr>
<tr>
<td>Bills payable</td>
<td>5200</td>
<td>Land and building</td>
<td>180000</td>
</tr>
<tr>
<td>Stationary</td>
<td>2000</td>
<td>Wages and salaries</td>
<td>18000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Repairs</td>
<td>1520</td>
</tr>
</tbody>
</table>

Additional information:  
a) Write off Rs. 2000/- as bad debts and make provision for doubtful debt 5% on debtors.  
b) Loan from X was taken on 1\textsuperscript{st} May 2012. No interest has been paid so far.  
c) Including in general expenses premium Rs. 1200/- is paid for one year ending 31\textsuperscript{st} March 2013.  
d) 1/3 of wages is to be charged to trading account.  
e) Stationary was used by owner for own purpose.  
f) Closing stock was Rs. 50000/-.  

Q.7  Write short notes on:  
a) Subscription.  
b) Life membership fees.  
c) Endowment fund.  
d) Legacy.  

5x4
Q.1 Fill in the blanks:
   a) Prepaid account is ________ account.
   b) Depreciation is a ________ expense.
   c) Goodwill is a ________ asset.
   d) ________ accounting means that both the assets of the entity and the claims on the assets are accounted.
   e) Income and expenditure account is a ________ account.
   f) Purchases book records all _______ of goods.

State whether the following statements are TRUE or FALSE:

   g) Outstanding rent account is a personal account.
   h) Sales book provides a record of all sales.
   i) Under straight line method, depreciation is calculated on the original cost of the assets.
   j) The receipt and payment account is a summary of all capital receipts and payments.

Briefly distinguish between:

   k) Cashbook and cash account.
   l) Trading A/C and Profit and Loss A/C.
   m) Profit and non-profit organisations.

Briefly explain the following:

   o) Causes of depreciation.

PART-A

Q.2 What is meant by the term “generally accepted accounting principles? List several GAAP. Also discuss the process of accounting.

Q.3 Pass journal entries of the following transactions and prepare any five ledger accounts.

<table>
<thead>
<tr>
<th>Year</th>
<th>Description</th>
<th>Amount (')</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>Siya Ram commenced business with cash</td>
<td>2,00,000</td>
</tr>
<tr>
<td></td>
<td>Purchased office furniture for cash</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td>Purchased goods for cash</td>
<td>50,000</td>
</tr>
<tr>
<td></td>
<td>Purchased goods-from Vishal Trading Co.</td>
<td>25,000</td>
</tr>
<tr>
<td></td>
<td>Purchased goods-from Mohan Garments</td>
<td>16,000</td>
</tr>
<tr>
<td></td>
<td>Returned goods to Vishal Trading Co.</td>
<td>5,000</td>
</tr>
<tr>
<td></td>
<td>Paid cash to Vishal Trading Co. in full settlement of their account after deducting 5% cash discount</td>
<td>5,000</td>
</tr>
<tr>
<td></td>
<td>Sold goods for cash</td>
<td>40,000</td>
</tr>
<tr>
<td></td>
<td>Sold goods to Hero Ltd., less 10% trade discount</td>
<td>30,000</td>
</tr>
<tr>
<td></td>
<td>Siya Ram withdraw from business for his personal use- Cash</td>
<td>10,000</td>
</tr>
<tr>
<td></td>
<td>- Goods</td>
<td>4,000</td>
</tr>
<tr>
<td></td>
<td>Paid to Mohan garments</td>
<td>7,800</td>
</tr>
<tr>
<td></td>
<td>Discount received</td>
<td>200</td>
</tr>
</tbody>
</table>
Q.4  
a) Explain the difference between errors-to-principle and errors-of-omission.  
b) Write a note on suspense account.

Q.5  
a) On 01-05-2006, Mr. X purchased a second hand machinery for `50,000, paid `11,000 for its overhauling and `5,000 for its installation which was completed on 30-06-2006. On 01-01-2008 a repair work was carried out on the machine and `5,000 were spent for the same. The machine was sold on 31-01-2009 for a sum of `21,000 and an amount of `1,000 was paid as dismantling charges. The company provides depreciation on its machinery at 20% p.a. as diminishing balance method and closes its books on 31st March every year. Prepare machinery account for three years.
b) Write a note on Bank Reconciliation Statement (BRS).

Q.6  
With a suitable example, write the accounting treatment for the following:  
a) Bad debts.  
b) Depreciation.  
c) Interest on capital.  
d) Closing stock.  
e) Outstanding expenses.

Q.7  
Write short notes on:  
a) Entrance or admission fees.  
b) Donation.  
c) Sale of fixed assets.  
d) Grants from Govt. Agencies.
Q.1 Answer the following questions:
   a) Give Marshall’s definition of economics.
   b) What are Giffen goods?
   c) Price of an ice-cream is Rs. 8.00 and demand is for 2 units of ice-cream. When price of ice-cream falls to Rs.4.00, demand extends to 6 units of ice-cream. Calculate price elasticity of demand.
   d) Define law of supply.
   e) Write any two importances of the law of diminishing utility.
   f) Define marginal rate of technical substitution.
   g) Differentiate between fixed and variable cost.
   h) What do you understand by total revenue, average revenue and marginal revenue?
   i) What is theory of factor pricing?
   j) Mention any two features of monopolistic competition.

PART-A

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

Q.3 a) Explain the law of diminishing marginal utility.
   b) What do you mean by consumer’s equilibrium? Explain it with the help of utility analysis.

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

PART-B

Q.5 Discuss the various cost curves. How do they differ between short run and long run?

Q.6 a) What do you mean by monopoly? Explain the features of monopoly. How are the price and output determined under it?
   b) What measures will you suggest to control monopoly?

Q.7 Discuss the marginal productivity theory of distribution. How factor price is determined under imperfect competition?
Q.1 Answer the following questions:
   a) Define micro economics.
   b) Define law of demand.
   c) Differentiate between fixed and variable cost.
   d) Differentiate between total revenue and average revenue.
   e) What do you mean by term Giffen goods?
   f) Define marginal rate of technical substitution.
   g) What do you mean by monopoly?
   h) Define indifference curve.
   i) Define price elasticity of supply.
   j) Distinguish between internal economics and external economics.  

2x10

PART-A

Q.2 What is elasticity of demand? Discuss the factors that determine price elasticity of demand. Also, explain types of elasticity of demand.  

20

Q.3 What do you understand by the term consumer equilibrium? Explain its determination with the help of utility analysis.  

20

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

20

PART-B

Q.5 Discuss the various concepts of cost curves. Show the relation between short term and long term cost curves.  

20

Q.6 What is discriminating monopoly? How is price determined under it? Explain the practical applications of price discrimination.  

20

Q.7 Write short notes on:
   a) Marginal productivity theory of factor pricing.  
   b) Basic characteristics of monopolistic competition.  

10
End Semester Examination, Dec. 2015  
BBA (Gen) / BBA (Banking) - First Semester  
BUSINESS ORGANISATION (bba-1001)

Time: 3 hrs  
Max Marks: 75

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) Define profession. 2
   b) Define employment. 2
   c) What is unlimited liability in relation to a business? 2
   d) Discuss the qualities of an entrepreneur. 2
   e) What are the social responsibilities of a business? 2
   f) What is a cooperative society? 2
   g) Discuss the role of stock exchange. 2
   h) What does CII stands for? 1

UNIT-I

Q.2 What is a business? Discuss the objectives and features of a business. 15

Q.3 What do you understand by business environment? Explain the various environmental factors which affect the functioning of a business. 15

UNIT-II

Q.4 Discuss role proprietorship. Also discuss the objectives and importance of role proprietorship. 15

Q.5 Write short notes on:
   a) Difference between private company and public company. 8
   b) Multinational companies (MNC) 7

UNIT-III

Q.6 What is entrepreneurship? Define its objectives. Also define the process of setting up a business organization. 15

Q.7 Write short notes on:
   a) Reasons for choice of a suitable form of business organization. 8
   b) Entrepreneurial opportunities in contemporary business environment. 7

UNIT-IV

Q.8 Discuss the role and functions of FICCCI in detail. 15

Q.9 Explain the term “Business interface”. Also explain the relationship between government and business interface. 15
Q.1 Answer in brief:
   a) Define business organization.  
   b) Define social responsibility of business.  
   c) What is trade?  
   d) Write a note on HUF.  
   e) State any two merits of sole proprietorship form of business organization.  
   f) Name various types of a co-operative society.  
   g) Give any two functions of stock exchange.  
   h) CII stands for ________.  
   i) Full form of SEBI ________.  
   j) Give one objective of CII.

Q.2 What is business? Explain the features and scope of business.  

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

Q.4 a) Differentiate between Private Ltd. and Public Ltd. Company.  
   b) Discuss the features of sole proprietorship type of business organization.  

Q.5 Explain the factors that govern choice between sole proprietorship and partnership.  

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

Q.7 Explain the various factors which you would consider while selecting a suitable form of a business organization.  

Q.8 a) What do you mean by stock exchange? Discuss its functions.  
   b) Discuss the objectives of SEBI.  

Q.9 Write short notes on:  
   a) Role of FICCI.  
   b) Objectives of SEBI.  

UNIT-I

UNIT-II

UNIT-III

UNIT-IV
End Semester Examination, Dec. 2015
BBA (GEN) – 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**
1. a) Define null set and unit set.  
2. b) Write in roster form \( \{ x : x \text{ is prime natural number, } 3 \leq x \leq 15 \} \).  
3. c) What do you understand by identity matrix?  
4. d) Find all possible arrangements of letters of word ‘PAPER’.  
5. e) Find the 15th term of the series 6, 9, 12, 15, ----  
6. f) Differentiate \( \log_3 x \) with respect to \( x \).  
7. g) Find simple interest on `1000 at 5% per annum for 5 years.  
8. h) If \( a = 2, r = 3 \) then find \( T_7 \) and \( T_{12} \).

**UNIT-I**

**Q.2**
1. a) If \( A = \{1, 2, 3, 4\} \), \( B = \{3, 7, 10, 12\} \), \( C = \{4, 10, 13, 2\} \) then find the following:  
2. i) \( A \cup B \)  
3. ii) \( A \cap B \cap C \)  
4. iii) \( (A - B) \cup C \)  
5. iv) \( (B - C) \cap A \)  
6. v) \( (A - B) \setminus C \)  
7. b) Define following with the help of examples:  
8. i) Equal sets  
9. ii) Universal set  
10. iii) Symmetric difference of sets  
11. c) A survey shows that 66% people read Times of India. Where as 73% read the Hindu newspaper. Find the % of people who read both the news papers.

**Q.3**
1. a) Prove that:- \( (A - B) \cup (A - C) = A - (B \cap C) \)  
2. b) In a survey of 150 persons it was found that 29 speak English, 38 speak Tamil, 57 speak Kannada, 12 speak English and Tamil, 15 speak English and Kannada, 8 speak Tamil and Kannada and 5 speak all the three languages. Find:  
3. i) How many speak none of the three languages?  
4. ii) How many speak only Tamil?  
5. iii) How many speak Tamil or English but not Kannada?

**UNIT-II**

**Q.4**
1. a) Divide 32 into four parts which are in A.P. such that the product of the extremes is to the product of means are 7:15.  
2. b) Find the sum of the series \( 0.3 + 0.33 + 0.333 + \ldots \) to \( n \) terms.

**Q.5**
1. a) If \( x = 5^\frac{1}{2} + 5^\frac{1}{3} \) then find the value of \( x^3 + 15x + 25 \).  
2. b) If \( \log_2 x + \log_4 x + \log_{16} x = \frac{21}{4} \) then find the value of \( x \).
c) The 5th term of an A.P. is $\frac{1}{10}$ and 10th term is $\frac{1}{5}$ show that the sum of 50 terms is $\frac{51}{2}$.

UNIT-III

Q.6 a) Find all possible arrangements that can be made out by using the letters of the word 'ARRANGEMENT'. In how many of them:
   i) Vowels all together
   ii) Vowels all not together
   iii) Start with 'G'?  
   b) Compute compound interest on `25,000 for 5 years at 10% per annum compounded annually.  

Q.7 a) In how many ways can 4 men and 5 women can be seated around a round table such that no 2 women can sit together?  
   b) Find all possible 6 digit numbers that can be formed by using the digits: 0, 1, 2, 3, 5, 6, 8

UNIT-IV

Q.8 a) If $A = \begin{bmatrix} 1 & 2 & 3 \\ 1 & 1 & 0 \\ -1 & -3 & 4 \end{bmatrix}$ and $B = \begin{bmatrix} 1 & 3 & -2 \\ -1 & 0 & 2 \\ 3 & 1 & 0 \end{bmatrix}$
   Prove that $AB - BA \neq 0$  
   b) If $y = \frac{1-x}{1+x}$; find $\frac{dy}{dx}$; hence prove that: $(1-x^2) \frac{dy}{dx} + y = 0$

Q.9 a) Using inverse matrix method solve the system of equations:
   
   $2x + 3y + 3z = 5$
   $x - 2y + z = -4$
   $3x - y - 2z = 3$

   b) If $y = x^5 + e^x + \log(2x+1)$ then find $\frac{d^2y}{dx^2}$.
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – First Semester
FINANCIAL ACCOUNTING (bba-1003)

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

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 receipts and payments accounts is a summary of all capital receipts and payments.
   b) Fixed assets are stated in the balance sheet at their market price.
   c) Goodwill is a fictitious asset.
   d) Provision for depreciation in accounts reduces the amount available for dividends.
   e) Cheques issued but not presented for payment will reduce the balance as per the pass book.

Fill in the blanks:
   g) Interest on drawings is ______________.
   h) Life membership fees is a ______________ receipt.
   j) Depreciation is charged on the __________ of the assets each year in case of diminishing balance method.

UNIT-I

Q.2 What do you mean by the term ‘Accounting Concepts and Conventions?’ Explain all conventions of financial accounting in detail.  15

Q.3 Write short notes on:
   a) Users of financial accounting information.
   b) Dual aspect concept of accounting.
   c) Accounting process.  15

UNIT-II

Q.4 Journalize the following transactions and prepare cash a/c where opening balance is `1,00,000.
   a) Provide 9% interest on capital amounting to `2,00,000.
   b) Purchased old machinery for `8,000 and spent `400 on its immediate repair.
   c) `2,000 due from Suraj are now bad debts.
   d) Outstanding wages `1,000 and outstanding salaries `3,000
   e) Bought goods of the list price `10,000 from Vijay less 15% trade discount and 2% cash discount and paid 40% price at the same time.
   f) Received a V.P.P. from Mohan Lal for `3,500 paid `50 as cartage.
   g) Received `200 as sales of old newspapers and `700 from sales of old chair.
   h) Paid income tax `5,400.
   i) Sold goods and received a cheque of `25,000 and cheque immediately deposited into bank.
Q.5 Define Trial Balance. Why and how is it prepared? “Is trial balance is a conclusive proof of accuracy”. Explain the statement.

UNIT-III

Q.6 a) What is bank reconciliation statement?
   b) From the following particular, prepare a bank reconciliation statement showing the balance as per cash book as on 31st December, 2013:
      i) The bank balances as per my pass book showed an overdraft of `19,000.
      ii) Out of cheques of `9,000 paid on 29th December, `4,000 have been credited in the pass book on 2nd January, 2014.
      iii) I had issued cheques in December, 2013 amounting to `16,000 out of which cheques for `7,000 have been cashed in the same month; a cheque of `5,000 cashed on January 3, 2014 and the rest have not been presented at all.
      iv) My bankers have not given me a credit in my account in respect of a cheque of `2,000 paid into my account.
      v) `1,000 for interest on overdraft charged in the passbook on 31st December has been entered in my cash book on 4th January, 2014. The pass book shows a credit of `1,200 to my account being interest on my securities collected by my bankers.

Q.7 a) On 1st January, 2000, Anuj Ltd. purchased machinery for `80,000 and had a balance `72,000 in its machinery account on 1st January, 2001. On 1st July, 2002, the machinery was sold for `56,000 and on the same date, new machinery was purchased for `50,000. In 2000, depreciation was charged @10% p.a. on original cost of assets. From 2001, he decided to write off depreciation @15% on written down value method. Show machinery account from the year 2000 to year 2003.
   b) Differentiate between straight line and diminishing balance method of depreciation.

UNIT-IV

Q.8 From the following Trial Balance of Mr. Alok, prepare trading and profit and loss account for the year ending 31st March, 2013, and a balance sheet as on the date:

<table>
<thead>
<tr>
<th>Dr. Balances</th>
<th>Cr. Balances</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drawings</td>
<td>5,275</td>
</tr>
<tr>
<td>Bills receivable</td>
<td>4,750</td>
</tr>
<tr>
<td>Machinery</td>
<td>14,400</td>
</tr>
<tr>
<td>Debtors (including X for dishonoured bill of `1,000)</td>
<td>30,000</td>
</tr>
<tr>
<td>Wages</td>
<td>20,485</td>
</tr>
<tr>
<td>Returns inwards</td>
<td>2,390</td>
</tr>
<tr>
<td>Purchases</td>
<td>1,28,295</td>
</tr>
<tr>
<td>Rent</td>
<td>2,810</td>
</tr>
<tr>
<td>Stock (01-04-2012)</td>
<td>44,840</td>
</tr>
<tr>
<td>Salaries</td>
<td>5,500</td>
</tr>
<tr>
<td>Travelling expenses</td>
<td>945</td>
</tr>
<tr>
<td>Insurance</td>
<td>200</td>
</tr>
<tr>
<td>Cash</td>
<td>9,750</td>
</tr>
<tr>
<td>Repairs</td>
<td>1,685</td>
</tr>
<tr>
<td>Interest on loan</td>
<td>500</td>
</tr>
<tr>
<td>Discount allowed</td>
<td>2,435</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Bad-debts</td>
<td>1,810</td>
</tr>
<tr>
<td>Furniture</td>
<td>4,480</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,80,550</strong></td>
</tr>
</tbody>
</table>

The following adjustments are to be made:

a) Stock in the shop on 31\textsuperscript{st} March, 2013 was `64,480.
b) Half the amount of X’s Bill is irrecoverable.
c) Create a provision of 5% on other debtors.
d) Wages include `600 for erection of new machinery.
e) Depreciate machinery by 5% and furniture by 10%.
f) Commission includes `300 being commission received in advance.

Q.9 Differentiate between income and expenditure and receipt and payment accounts. What steps are taken to prepare ‘Income and Expenditure Account’ from a ‘Receipt and Payment Account’?
End Semester Examination, Dec. 2015
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) Give the full form of ASCII and EBCDIC.  
b) What is the responsibility of the logical unit in CPU of a computer?  
c) On which aspect the analog computers are better than digital?  
d) The output quality of a printer is measured by ________.

e) The number (1000)₂ is equivalent to (______)₁₀.

f) ________ number system uses numbers and letters as symbols.

g) Define firmware.

UNIT-I

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

Q.3  
Define the following:  
  a) Types of software  
  b) Hybrid computer  
  c) Super computer  
  d) Micro computer.

UNIT-II

Q.4  
Convert the following:  
(148.625)₁₀ = (?)₂ = (?)₈ = (?)₁₆

Q.5  
a) Write a short note on character codes.  
b) What is number system?

UNIT-III

Q.6  
What do you meant by input and output devices? Discuss any three input devices.

Q.7  
a) Discuss various functions of operating system.  
b) Write a short note on virtual memory.

UNIT-IV

Q.8  
Discuss the use of computer in medical field and banks.

Q.9  
Write short notes on the following:  
a) Desktop publishing system  
b) Data analysis
End Semester Examination, Dec. 2015
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 **Fill in the blanks:**
   a) The three R’s of a claim letter are __________, __________ and __________.
   b) The fastest type of reading is __________.
   c) Reading without retention is called ______________.
   d) Role of communication skills in business for _________ making and _________ solving.
   e) List of points to be discussed in a meeting are written in an _________.
   f) Silence is also a type of ____________, and ____________.

   1x10

   **Write short notes on the following:**
   g) Voice modulation.
   h) Body language.

       2½x2

**UNIT-I**

Q.2 “Feedback is the most important part of communication”. Discuss the above statement and elaborate the advantages and disadvantages of the different forms of communication followed in organizations.

   15

Q.3 What role does communication play in business scenario? Discuss each point with examples.

       15

**UNIT-II**

Q.4 Write short notes on the following:
   a) Public speaking.
   b) Reading skills.
   c) Grapevine.

       5x3

Q.5 Elaborate the barriers due to which listening is not effective. Also suggest ways to remove these barriers.

       15

**UNIT-III**

Q.6 Write an attractive sales letter to your regular customer to introduce the launch of your new product. Use the AIDA strategy to motivate the customer.

       15

Q.7 Issue a memo to your employee who has been constantly coming late to office, inspite of repeated warnings. Mention the consequences if he does not mend his ways.

       15

**UNIT-IV**

Q.8 As the mess secretary, write a report to the warden of the hostel regarding the quality of food being served in the hostel. Also mention the reasons for changing the contractor.

       15

Q.9 Write short notes on the following:
   a) Minutes of a meeting.
b) Brochures.
c) Circulars.
End Semester Examination, Dec. 2015
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) $\varepsilon_d < 1$ is called ________.
b) Economics is both a ________ as well as an ________.
c) AC=________+________.
d) Monopolistic competition is known as a fusion between ________ and ________.
e) Every producer aim at maximizing ________.
f) Marginal utility of good X= ________ of good X.
g) Law of supply does not apply on ________.

1x10 Answer in one or two sentences:
h) Define utility.
i) What is law of supply?
j) Write any two differences in Micro and Macro economics.
k) Explain the concept of opportunity cost.
l) What is theory of factor pricing?

2x5

UNIT-I

Q.2 What is meant by demand? Explain the law of demand. Why does demand curve slope downwards to the right? Explain its exceptions.

Q.3 Explain the concept of price elasticity of demand and its degrees. What is its importance?

UNIT-II

Q.4 Explain the law of diminishing marginal utility. Discuss the importance and limitations of this law.

Q.5 What do you understand by the term ‘consumers’ equilibrium’? Explain consumer’s equilibrium with the help of indifference curve techniques.

UNIT-III

Q.6 a) Discuss the relation between AR and MR under perfect competition.
b) Explain the concept of external and internal economies of scale.

Q.7 Discuss the various concepts of cost curves. How do they differ between short run and long run?

UNIT-IV

Q.8 Define market. Differentiate between perfect, monopoly and monophitic market in detail.

Q.9 Write short notes on the following:
a) Modern theory of distribution. 5
b) Price discrimination. 5
c) Average productivity. 5
Q.1 **Short (one word answer) questions:**

a) Write down the formula of mode for continuous series.

b) Find mode of the given data:

\[ 8, 5, 9, 5, 7, 8, 5, 9 \]

c) Write down the components of a table.

d) How many types of graphs are there in statistics? Name any two of them.

e) What is the difference between harmonic mean and arithmetic mean?

**Fill in the blanks:**

f) The arithmetic mean of 2, 9, 15, 18, 20, 26 is ________.

g) Highest value of correlation is ________.

h) Time reversal test means \( P_{01} \times P_{10} = ________ \).

i) The geometric mean of 2, 4 and 8 is ___________.

j) The best average is ___________.

1½x10

**UNIT-I**

Q.2 a) Draw less than and more than Ogives curve for the following data:

<table>
<thead>
<tr>
<th>Profits in Crores</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>
<th>90-100</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of companies</td>
<td>8</td>
<td>12</td>
<td>20</td>
<td>24</td>
<td>15</td>
<td>10</td>
<td>7</td>
<td>3</td>
<td>1</td>
</tr>
</tbody>
</table>

10

b) Explain the scopes of statistics in different business and other areas.

5

Q.3 a) Draw a suitable diagram for the following data:

<table>
<thead>
<tr>
<th>(In lacs)</th>
<th>2008-09</th>
<th>2009-10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross profit</td>
<td>3104</td>
<td>2123</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>1663</td>
<td>1376</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>1219</td>
<td>982</td>
</tr>
<tr>
<td>Retained profits</td>
<td>846</td>
<td>589</td>
</tr>
</tbody>
</table>

7

b) What do you mean by classification? Differentiate between classification and tabulation.

8

**UNIT-II**

Q.4 A survey was conducted in a city hospital and the amount spent by 150 patients is given in the following table. The median expenditure was found to be Rs.909.52/-. Calculate the two missing frequencies:

<table>
<thead>
<tr>
<th>Amount</th>
<th>200-400</th>
<th>400-600</th>
<th>600-800</th>
<th>800-1000</th>
<th>1000-1200</th>
<th>1200-1400</th>
<th>1400-1600</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of patients</td>
<td>8</td>
<td>14</td>
<td>?</td>
<td>42</td>
<td>27</td>
<td>?</td>
<td>10</td>
</tr>
</tbody>
</table>
(n = 150) and median = 909.52. Also calculate mean and mode for the complete data.

Q.5  

a) The runs scored by two batsmen A and B in 9 consecutive matches are given below:

<table>
<thead>
<tr>
<th>A:</th>
<th>85</th>
<th>20</th>
<th>62</th>
<th>28</th>
<th>74</th>
<th>5</th>
<th>69</th>
<th>4</th>
<th>23</th>
</tr>
</thead>
<tbody>
<tr>
<td>B:</td>
<td>72</td>
<td>4</td>
<td>15</td>
<td>30</td>
<td>59</td>
<td>15</td>
<td>49</td>
<td>27</td>
<td>26</td>
</tr>
</tbody>
</table>

Find:  
i) Which one is better batsman?  
ii) Which one is more consistent?  

b) What do you mean by central tendency? Explain the different measures of central tendency with suitable examples.

UNIT-III

Q.6  
Find the rank correlation coefficient from the following marks awarded by three examiner in statistics.

| Marks A: | 24 | 29 | 19 | 14 | 30 | 19 | 27 | 30 | 20 | 28 | 11 |
| Marks B: | 37 | 35 | 16 | 26 | 23 | 27 | 19 | 20 | 16 | 11 | 21 |
| Marks C: | 30 | 28 | 20 | 25 | 25 | 30 | 20 | 24 | 22 | 29 | 15 |

Determine which pair of examiner gave the nearest approach.

Q.7  

a) What do you mean by correlation? What are the properties of coefficient of correlation?

b) The values of X and Y and given in the following table:

<table>
<thead>
<tr>
<th>X:</th>
<th>20</th>
<th>60</th>
<th>55</th>
<th>45</th>
<th>75</th>
<th>35</th>
<th>25</th>
<th>90</th>
<th>10</th>
<th>50</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y:</td>
<td>20</td>
<td>45</td>
<td>65</td>
<td>40</td>
<td>55</td>
<td>35</td>
<td>15</td>
<td>80</td>
<td>25</td>
<td>50</td>
</tr>
</tbody>
</table>

Find the regression equation of X on Y and Y on X. Also find Y if X = 80

UNIT-IV

Q.8  

a) Write down the different types of index numbers. Why Fisher index number is said to be ideal?

b) Fit a straight line trend by using least square method and estimate the trend values:

<table>
<thead>
<tr>
<th>Year:</th>
<th>2001</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production</td>
<td>58</td>
<td>63</td>
<td>53</td>
<td>72</td>
<td>68</td>
<td>70</td>
<td>73</td>
</tr>
</tbody>
</table>

Also estimate trend value for year 2010.

Q.9  

a) What do you mean by seasonal variations? How time series is effective for predictions for future business analysis?

b) Calculate: i) Laspeyres ii) Paasche’s iii) Fisher Index number for the data given below:

<table>
<thead>
<tr>
<th>Commodities</th>
<th>Base year</th>
<th>Current year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Price</td>
<td>Quantity</td>
</tr>
<tr>
<td>A</td>
<td>2</td>
<td>7</td>
</tr>
<tr>
<td>B</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>C</td>
<td>4</td>
<td>5</td>
</tr>
<tr>
<td>D</td>
<td>5</td>
<td>4</td>
</tr>
</tbody>
</table>
End Semester Examination, Dec. 2015  
BBA (GEN) / BBA (BANKING) – Third Semester  
COST AND MANAGEMENT ACCOUNTING (bba-3001)

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) The technique/process of ascertaining costs is called __________.

b) The cost unit for road transport is __________.

c) The rate of change in the labour force of an organization is __________.

d) __________ in the allotment of proportions of items of cost to cost centres on cost units.

e) Factory rent should be apportioned to various departments on basis of _______.

f) Contribution per unit is __________, if break even sales are 5000 units and fixed costs are `15,000/-.

g) Margin of safety is the difference between actual sales and __________.

h) __________ is a budgeting process where by each item of budget has to be justified in its entirely wheather it is an existing item a new.

i) Change in market prices may be one of the reason for __________ variance.

j) Material cost variance is divided into material price variance and __________.

**State True or False:**

k) Idle time variance is always unfavourable.

l) P/v ratio will increase with increase in fixed costs.

m) Fixed cost per unit remains fixed when output level changes.

n) Purpose of time booking is to compute the wages payable to workers.

o) Irrelevant costs are not affected by managerial decision.

1x15

Q.2  a) Write short notes on:

   i) Cost unit.  

   ii) Cost centre.  

   4x2

b) Distinguish between variable, semi-variable and fixed cost with the help of examples.

   7

Q.3  a) How would you deal with the following items while preparing cost sheet for a manufacturing concern?

   i) Research and development cost.

   ii) Packing expenses.

   iii) Bad debts.

   iv) Sales promotion expenses.

   8

b) What is a cost sheet? Show the various items of cost sheet with imaginary figures.

   7

**UNIT-II**

Q.4  a) A company has 3 productions and two service departments as P₁, P₂, P₃ and S₁, S₂ respectively.

   Total overheads as per primary distribution.

<table>
<thead>
<tr>
<th>Department</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>A₁</td>
<td>6300</td>
</tr>
<tr>
<td>P₂</td>
<td>7400</td>
</tr>
<tr>
<td>P₃</td>
<td>2800</td>
</tr>
<tr>
<td>S₁</td>
<td>4500</td>
</tr>
</tbody>
</table>
The company decided to apportion the service department cost on the following %:

<table>
<thead>
<tr>
<th></th>
<th>P₁</th>
<th>P₂</th>
<th>P₃</th>
<th>S₁</th>
<th>S₂</th>
</tr>
</thead>
<tbody>
<tr>
<td>S₁</td>
<td>40%</td>
<td>30%</td>
<td>20%</td>
<td>-</td>
<td>10%</td>
</tr>
<tr>
<td>S₂</td>
<td>30%</td>
<td>30%</td>
<td>20%</td>
<td>20%</td>
<td>-</td>
</tr>
</tbody>
</table>

Find the total overheads of production departments.  

b) Define a service department. Name the methods of distribution of service department overheads to production departments.  

Q.5  
a) Distinguish between time keeping and time booking.  
b) How will you treat overtime wages in cost accounts?  
c) Discuss the two types of costs associated with labour turnover.  

UNIT-III  
Q.6  “Marginal costing rewards sales while absorption costing rewards production.” Comment on the statement and differentiate between marginal costing and absorption costing.  

Q.7  You are given  
Margin of safety = `10,000/- which represents 40% of sales P/v ratio is 50%. Find out  
i) Break even sales.  
ii) Fixed cost.  
iii) Total sales.  
iv) Profit.  
v) How much sales should be increased to increase the profit by 20%.  

UNIT-IV  
Q.8  The expenses budgeted for production of 10,000 units in a factory are furnished below:

<table>
<thead>
<tr>
<th></th>
<th>` per unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material</td>
<td>70</td>
</tr>
<tr>
<td>Labour</td>
<td>25</td>
</tr>
<tr>
<td>Variable overheads</td>
<td>20</td>
</tr>
<tr>
<td>Fixed overheads (`1,00,000)</td>
<td>10</td>
</tr>
<tr>
<td>Variable expense (direct)</td>
<td>5</td>
</tr>
<tr>
<td>Selling expenses (10% fixed)</td>
<td>13</td>
</tr>
<tr>
<td>Distribution expenses (20% fixed)</td>
<td>7</td>
</tr>
<tr>
<td>Administration expenses (`50,000/-)</td>
<td>5</td>
</tr>
</tbody>
</table>

Prepare a budget for the production of a) 8,000 units and b) 6,000 units. Assume that administration expenses are rigid for all levels of production.  

Q.9  
a) Discuss the advantages and limitations of standard costing.  
b) The cost standards for material consumption is 40 kg@ `10/- per kg. Compute the variance when actual are 48 kg at `11/- per kg.
Q1. State whether the following statements are true or false:
   a) Cost accounting helps in fixation of selling prices.
   b) All direct expenses are overhead.
   c) A cook is the example of indirect labour.
   d) Cost control is a part of Management Accounting.
   e) A fixed cost is fixed per unit.
   f) An unfavorable material price variance occurs due to increase in prices of raw material.  

Fill in the blanks:
   a) The main objectives of cost accounting are ______________ and ____________.
   b) Total cost = ______________ + ______________ + ________________.
   c) The break-even point is the point at which ________________
   d) Material cost variances = ______________ + ________________.
   e) A budget which is designed to change as volume of output changes is termed as ________________

UNIT-I

Q.2 The cost accountant of a manufacturing company gives the following information:
Closing stock of raw material and finished goods are Rs 46000 and Rs 63000,
Work in progress opening and closing are Rs 6000 and Rs 10000,
Opening stock of raw material and finished goods are Rs 20000 and 30000,
Purchase of raw material Rs 76000, Sale of finished goods Rs 240000,
Office expenses Rs 30000, Selling expenses Rs 13000,
Direct labour Rs 72000 work overheads Rs 22000.
Prepare a statement of Cost Sheet. 

Q.3 Define management accounting. In what respect it is different from cost accounting and financial accounting? 

UNIT-II

Q.4 Calculate Machine Hour Rate from following:
   a) Cost of Machine Rs 100000, Installation Charges Rs 10000 and Estimated scrap value Rs 50000, Estimated Life of the Machine 10 years,
   b) Estimated working hours per year 2200 hrs, Rent and Rates Rs 250 per month,
   c) Supervisory salary Rs 700 per month, General Lighting Rs 300 per month,
Q.5 What do you understand by Labour turnover? How is it measured? Enumerate the causes of such Labour turnover.  

UNIT-III

Q.6 X Ltd. made sales during ascertain period for Rs.100000. Net profit for the same period was Rs.10000 and the fixed overheads were Rs 15000. Find out:

i) Profit volume Ratio
ii) Break even Point
iii) Sales to earn profit of Rs.15000
iv) net profit if the sales is Rs 150000.  

UNIT-IV

Q.8 For Production of 1000 fans the following are the budgeted Expenses (Per Unit):
Direct Material Rs 20, Direct Labour Rs 10, Variable Overheads Rs 5, Fixed Overhead (Rs 5000) Rs 5, variable expenses (Direct) Rs 2, Selling Expenses Rs 4 (10% Fixed), Administration Exp. Rs 2000 (Fixed), Distribution Expenses Rs 4 (40% Fixed), Selling Price Rs 90 per fans. Prepare a flexible budget for production of 500 and 2000 fans. 

Q.9 Write short notes on:

a) Zero Base Budgeting
b) Objectives of standard costing
c) Role of budgets in an organization  

5x3
Q.1 Explain the following:
   a) Job evaluation.
   b) State any two methods of job design.
   c) Incentives.
   d) Define golden hand shake.
   e) Division of work.

UNIT-I

Q.2 HRM is the part of management process which develops the human elements in the enterprise. Explain the statement considering the objectives and functions of HRM.

Q.3 Discuss the following:
   a) Human resource management system.
   b) Role of human resource manager.

UNIT-II

Q.4 Discuss the steps involved in human resource planning. What are the techniques of forecasting the demand for manpower?

Q.5 Job analysis refers to the process of collecting information about a job relating to the operations and responsibilities of a specific job. The immediate products of this analysis are job description and job specifications. Discuss the concepts of job description, job specification and job evaluation for conducting effective job analysis.

UNIT-III

Q.6 What are the objectives of training? Discuss the various types of training programmes being utilized by the industry for improving the efficiency of manpower.

Q.7 The career planning is a process to assist the employees to achieve a better match between their career goals and the opportunities available in the organization. Discuss career planning process by explaining the steps involved in the process.

UNIT-IV

Q.8 Explain the various aspects of the Factories Act, 1948 for maintaining safety of the employees at work place.

Q.9 Write short notes on any two:
a) Cross cultural training.
b) Effective safety management.
c) Workers participation in management.
End Semester Examination, Dec. 2015  
BBA (GEN) / BBA (BANKING) – Third Semester  
PRODUCTION MANAGEMENT (bba-3003)

Time: 3 hrs  
Max Marks: 75

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) What is aggregate planning?  
   b) What is quality control?  
   c) Define buffer stock.  
   d) What is carrying cost?  
   State whether statement are True/False:
   e) Quality is not a measure of how closely a good or service conforms to specified standard.  
   f) Process layout is used for continuous type of production.  
   g) ABC analysis stands for abrtness brings continuity.  
   h) Productivity is a relationship between the output and the input of a business system.

UNIT-I

Q.2 How do long-term and short-term decisions vary? Discuss the differences in terms of their characteristics. Also discuss the increasing overlaps between these decisions.  
15

Q.3 What are the major objectives of a production management system? How has and how will the computer influence the production management? Discuss.  
15

UNIT-II

Q.4 Discuss the merits and demerits of process layout and product layout.  
15

Q.5 Explain the use of break-even analysis for a plant location decision with an example.  
15

UNIT-III

Q.6 What do you mean by control phase? What activities are taken care under this phase? Explain.  
15

Q.7 What is a flow process chart? Discuss the various types of flow process charts. Compare and contrast them.  
15

UNIT-IV

Q.8 "Good organization is a key factor in the management of maintenance". Discuss.  
15

Q.9 Discuss the need for controlling quality of goods and services in quality control.  
15
End Semester Examination, Dec. 2015  
BBA (GEN) – Third Semester  
DATABASE MANAGEMENT SYSTEM (bba-3004)

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) Define the term ‘INTRANET’.

b) Define ‘system’.

c) Name three levels of abstraction.

d) A view can also be known as a logical table. (TRUE/FALSE)

e) A relation has no partial dependency in which normal form is:
   i) First.
   ii) Second.
   iii) Third.
   iv) Boyce codd normal form.

f) A transaction complete its execution is said to be:
   i) Saved.
   ii) Loaded.
   iii) Rolled.
   iv) Committed.

g) Name any four types of databases.

h) Define first normal form.

i) What is an instance?  

j) ‘AND’ is a clause. TRUE/FALSE  

UNIT-I

Q.2
a) Define the term ‘constraint’. Explain each constraint with a proper example that can be used in SQL.  

b) Write syntax for the following:
   i) Add a column in an existing table.
   ii) Create command having atleast two primary keys.
   iii) Select an employee whose employee ID is E004 from employee table.
   iv) Delete the structure of a table.

Q.3
a) Differentiate between file oriented system and database oriented system in detail.

b) Explain the clauses used in SQL with an example.

UNIT-II

Q.4 ‘Entity relationship diagram is mandatory for any system’. Justify the statement and draw an E-R diagram for a hospital management system.

Q.5 Explain database system architecture and its levels in detail.

UNIT-III

Q.6 ‘Online backup is a necessary technique these days’. Justify the statement. Also explain the types of backup and techniques of recovery for databases.

Q.7 What do you mean by firewalls? Explain firewalls and its types in detail.

UNIT-IV

Q.8 Write short notes on the following:
   a) Digital libraries.  
   b) Spatial databases.
Q.9 Data warehousing is an emerging database technology. Justify the statement. Also explain data warehousing and its characteristics in detail.
End Semester Examination, Dec. 2015
BBA (GEN) /BBA (Banking) – Third Semester
WORKSHOP ON ENVIRONMENTAL STUDIES (bba-3005)

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) ________ teach us how to treat nature.
b) Deforestation generally decreases ________.
c) Fossil fuels and metallic minerals are ________.
d) Within community diversity is called ________.
e) Increase in concentration of soluble salts in soil is called ________.
f) The term ‘ecology’ was coined by ________.
g) Most biotic resources are ________.
h) Every step in a food chain represents a ________.
i) Environment day is celebrated on ________.
j) Ozone layer in upper atmosphere is being destroyed by ________. 1½x10

UNIT-I

Q.2 Describe the scope and importance of environmental studies. Also discuss its importance in daily uses. 15

Q.3 Elaborate renewable and non-renewable energy resources by giving suitable examples. 15

UNIT-II

Q.4 Elaborate on the structure and function of ecosystem by explaining the marine ecosystem in detail. 15

Q.5 Write a note on benefits and uses of biodiversity. Differentiate between in-situ and ex-situ methods of biodiversity conservation. 15

UNIT-III

Q.6 What do you understand by ‘solid waste management’. Mention its causes, effects and control measures. 15

Q.7 Discuss the relationship between globalization and climate change in context to acid rain and ozone layer depletion. 15

UNIT-IV

Q.8 Discuss the role and value of education in population control and environmental health. 15

Q.9 Discuss the duality of chemistry for peaceful purposes v/s chemical weapons with an example of each. 15
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – Third Semester
WORKSHOP ON PRESENTATION SKILLS (bba-3006)

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 Define the following terms in brief:
   a) Presentation.
   b) Speech.
   c) Skill.
   d) Emotional presentation.
   e) Humorous presentation.
   f) Brainstorming.
   g) Questionnaire.
   h) Seminar.
   i) Open-ended questions.
   j) Session plan.

UNIT-I

Q.2 Design a presentation on the topic “Child labour” to evoke the emotions of your audience. You could start by explaining a role-play, followed by slides. 10

Q.3 As the dealer of mobile phones design a presentation to launch your latest product. Make at least 6 slides and explain each one in brief. 10

UNIT-II

Q.4 Write short notes on any two:
   a) Group discussions.
   b) Fish bowl method of presentation.
   c) Role-plays. 10

Q.5 Write short notes on any two:
   a) Simulations.
   b) Motivation.
   c) Presentation that creates excitement. 10

UNIT-III

Q.6 Why research important before giving a presentation? Highlight the places from where you can do research for the topic. 10

Q.7 Why a planned presentation is better? Highlight the 5Ws and 1H which help you in planning. 10

UNIT-IV

Q.8 Design a presentation with slides in order to inspire your team members to improve their relations with each other in order to make the team effective. 10
Q.9 As the manager of ABC company you are facing a large problem of parking as the space is less. As a result there are frequent fights among employees. Present a presentation that will offer a solution to this problem.
End Semester Examination, Dec. 2015
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 Fill in the blanks:
   a) EXIM stands for _________.
   b) UTI is a _________ banking financial institution.
   c) The headquarter of world bank is in _________.
   d) E.P.Zs is stand for __________.

   Whether the following statement are True or False:
   e) EOU stand for European Oriented Unit.
   f) Any country that is member of IMF, will automatically become the member of
      world bank.
   g) WTO was formed on 1st January, 1995.

Q.2 Discuss the basic features of Indian economy and state to what extent these have
    been responsible for the slow growth rate of our national economy. 15

Q.3 Define social responsibility of business and give its need. Explain the responsibility
    of business towards different interested groups. 15

UNIT-I

Q.4 Explain the causes and consequences of industrial sickness. Suggest measures to
    overcome industrial sickness. 15

UNIT-II

Q.5 a) Explain the features of new industrial policy. 7
    b) Write a note on privatization of Indian economy. 8

UNIT-III

Q.6 a) Discuss the main problems of India’s international trade.
    b) Explain the role of SEBI. 7½x2

Q.7 Explain the objectives and features of New Foreign Trade Policy, 2009-14. 15

UNIT-IV

Q.8 Write short notes on:
   a) Functions of world bank. 7½x2
   b) MNC’s [Multinational corporation]. 7½x2
Q.9 Explain the organizational structure of WTO. Discuss the main functions and objectives of WTO.
Q.1 Whether the following statement is True or False:
   a) Return means the total gain or loss expected on the investment.
   b) Money has no time value.
   c) An annuity is an equal series of cash flow.
   d) Capital budgeting is the budget of capital expenditure.
   e) EOQ stand for economic order quality.

Q.1 Fill in the blanks:
   f) The main objective of financial management is ________.
   g) The role of finance manager is ________ of funds.
   h) Working capital decision concerned with the management of ________.

Q.1 Answer in brief:
   i) Write any uses of working capital.
   j) Mention any two long term sources of fund.

Q.2 Explain the organizational structure of finance department. Explain the functions of finance manager.

Q.3 “Financial management has expanded in its scope during last few decades.” Examine the modern approach to the scope of financial management.

Q.4 What is meant by weighted average cost of capital? How is it computed? Illustrate with an example.

Q.5 A Ltd. Is considering two projects, out of which one is to be selected on the basis of following information, evaluate the projects as per:
   i) ARR
   ii) Pay back period method.

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial investment</td>
<td>Rs. 3,00,000/-</td>
<td>Rs. 4,00,000</td>
</tr>
<tr>
<td>Expected life</td>
<td>3 years</td>
<td>4 years</td>
</tr>
<tr>
<td>Salvage value</td>
<td>Rs. 20,000</td>
<td>Rs. 40,000</td>
</tr>
<tr>
<td>Net earning after tax and before depreciation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>2,00,000</td>
<td>2,00,000</td>
</tr>
<tr>
<td>2010</td>
<td>1,40,000</td>
<td>1,00,000</td>
</tr>
<tr>
<td>2011</td>
<td>84,000</td>
<td>68,000</td>
</tr>
<tr>
<td>2012</td>
<td>—</td>
<td></td>
</tr>
</tbody>
</table>

Q.6 Differentiate between the business risk and financial risk of a firm. How are they measured by the leverage?
Q.7  Give a critical appraisal of the net income and net operating income approach of the theory of capital structure.  

UNIT-IV

Q.8  From the following particular XYZ Ltd., you are required to determine the working capital:

<table>
<thead>
<tr>
<th>Average amount locked up in stock:</th>
<th>[Rs. P.a.]</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw material</td>
<td>20,000</td>
</tr>
<tr>
<td>WIP</td>
<td>4,000</td>
</tr>
<tr>
<td>Finished Goods</td>
<td>30,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Average credit given:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Home market 2 week credit</td>
</tr>
<tr>
<td>Foreign market 6 week credit</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Time available for payment:</th>
</tr>
</thead>
<tbody>
<tr>
<td>For purchases 4 weeks credit</td>
</tr>
<tr>
<td>For wages 2 weeks credit</td>
</tr>
</tbody>
</table>

Q.9  Explain the Walter’s dividend model. Discuss its assumptions and limitations.  

15
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – Fourth Semester
MARKETING MANAGEMENT (bba-4003)

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 briefly:
   a) According to Philip Kotler marketing is defined as “_________________” 2
   b) List out the steps in marketing process. 2
   c) The concept of positioning was given by ____________. 2
   d) List out the determinants of consumer behavior. 2
   e) Design distribution channel for:
      i) Flowers  ii) Films  iii) Furniture 3
   f) State few techniques of sales promotion. 2
   g) List out the steps in market research process. 2

UNIT-I

Q.2 a) Discuss the core concepts of marketing. 10
   b) Differentiate between marketing and selling. 5

Q.3 a) Explain the concept of marketing mix in detail. 8
   b) What are the uncontrollable factors studied by the marketer? Discuss. 7

UNIT-II

Q.4 Explain the consumer buying decision process in detail. Do the consumer has to pass through all the stages in the decision process? Discuss. 15

Q.5 ABC is a company manufacturing watches. What bases of segmentation can be used by the company to segment the market? Discuss. 15

UNIT-III

Q.6 a) Discuss the various stages of new product development. 15
   b) What are the strategies adopted by the marketer in introduction and maturity stages of PLC?

Q.7 a) Define price. Also discuss the pricing strategies. 7
   b) Discuss the branding challenges faced by the marketer. 8

UNIT-IV

Q.8 Write short notes on:
   a) Retailing 7½x2
   b) Wholeselling

Q.9 Discuss 5 M’s of advertising in detail. 15
Q.1 Answer the following questions:
   a) Define construct.
   b) What is a bibliography?
   c) What is law of inertia of large numbers?
   d) What is deductive theory?

   State whether statement are: True/False:
   e) The group of individuals from whom one needs to collect data for the study is called sample. 2
   f) The persons from whom research related information is to be collected are called unit of analysis. 1
   g) The data that is always collected first in a research study is called primary data. 2
   h) A total score can be calculated for each respondent by summing across his score for all the items. 2

UNIT-I
Q.2 Define business research. Discuss the managerial value of business research. 15
Q.3 What do you mean by problem definition? Explain the process of problem definition. 15

UNIT-II
Q.4 What is research design? Explain various types of research design. 15
Q.5 Explain the following:
   a) The principle of local control. 7
   b) Cumulative scales. 8

UNIT-III
Q.6 Explain the meanings of sample and sample design. Discuss the methods of non-probability sampling. 15
Q.7 Distinguish between secondary and primary methods of data collection. Is it possible to use secondary data methods as substitute of primary methods? Justify your answer with suitable illustrations. 15

UNIT-IV
Q.8 Enumerate different statistical techniques used in research. 15
Q.9 Define the term research report. Discuss in detail the ingredient of research report. 15
Q.1  
a) Fill in the blanks:
   i) The communication of an ________ is complete when it come to the
      knowledge of the person to whom it is made. 1
   ii) Liquidated damages means _________. 2
   iii) “A contract of ________ is a contract to perform the promise, or discharge
      the liability of a third party in case of his default”. 1
   iv) The phrase “transfer of property in goods” means transfer of ________ of the
      goods. 1
   v) An incomplete negotiable instrument property stamped and signed is termed
      as an _________. 1
   vi) IT Act, 2000, is mainly based on the ________ model law. 1

b) Short answer type:
   i) Distinction between coercion and undue influence.
   ii) What is an ‘Implied contract’?
   iii) What is ‘Irrevocable agency’?
   iv) Write a note on ‘Doctrine of Caveat Emptor’. 2x4

UNIT-I

Q.2  
a) “A stronger to the consideration can sue but a stronger to contract cannot sue.”
   Explain. 8
b) “A contract caused by unilateral Mistake may be void, voidable or void.” Explain. 7

Q.3  Explain ‘breach of contract’ as mode of discharge of contract. What remedies are
available to an aggrieved on the breach of a contract? 15

UNIT-II

Q.4  Distinguish between a holder and a ‘holder in due course’. Explain fully the privileges
      granted to a holder in due course’ under the negotiable instruments Act. 15

Q.5  Define the term ‘negotiable instrument. What are its essential elements? 15

UNIT-III

Q.6  What is meant by an unpaid seller? Explain the nature of the right of lien and the right
      of stoppage of goods in transit of an unpaid seller. 15

Q.7  a) Discuss fully the extent of principles liability to third parties for the Acts of the
      agent. 7
    b) “A seller cannot convey a better title to the buyer than he himself has”. Discuss. 8

UNIT-IV
Q.8 Define contract of guarantee. State and explain the circumstances under which a surety is discharged from his liability.

Q.9 Define the following terms as used in the information technology Act, 2000:
   a) E-governance.
   b) Asymmetric crypto system.
   c) Digital signature.
Q.1 **Answer briefly:**
a) Define data.
b) Define system.
c) Define MIS.
d) Name any one quality standard for a service Industry.

**Fill in the blanks:**
e) _______ systems are tangible entities that may be static or dynamic in operation.
f) _______ files are also known as duplicate files of data.
g) _______ system is relatively self contained and does not exchange information with its environment.
h) Full form of SDLC is _______.

**State whether the following statements are TRUE / FALSE:**
i) MIS provide information in the form of prespecified reports and displays to support business decision making.
j) DSS provide critical information from MIS, EIS and other sources tailored to information needs of executives.

**UNIT-I**

Q.2 What is the role of information system in business? Explain with a suitable example.

Q.3 What is information? Discuss characteristics of information. What is value of information? How information is different from data?

**UNIT-II**

Q.4 Differentiate between the following:
a) Open and closed systems.
b) Deterministic and probabilistic systems.

Q.5 Explain MIS with suitable examples.

**UNIT-III**

Q.6 What do you understand by information system planning? Discuss the objectives and process of information system planning.

Q.7 Write a short note on quality control and standards.

**UNIT-IV**

Q.8 Write short notes on:
a) Encryption.
b) E-communication.
Q.9 What are major concerns about computer crime and privacy on the internet? What can you do about it? Explain.
Q.1 Answer the following briefly:
   a) Define material handling.
   b) Name 5Rs of purchasing.
   c) State the steps involved in purchasing cycle.
   d) Give two objectives of stores management.
   e) What is codification?

   Whether the following statement are TRUE or FALSE:
   f) Purchasing means the process of buying.
   g) Value management aims for maximizing overall performance.
   h) The skill of negotiations cannot be applied universally.
   i) Obsolete spare parts are wasage or useful products.
   j) Inventory control does not include FSN analysis.

   2x10

UNIT-I

Q.2 Define the term ‘purchasing’. What are the objectives of purchasing? Why should buyers prefer single vendors for the supplying and buying the products?

15

Q.3 Write short notes on:
   a) Relation between purchase department and other departments.
   b) Purchasing policy.

8   7

UNIT-II

Q.4 How is right quality described and determined?

15

Q.5 Do you favor buying an item from other source instead of making it in house? Support your answer with reasons.

15

UNIT-III

Q.6 Discuss the scope and functions of material management.

15

Q.7 Write short note on:
   a) Value analysis.
   b) Simplification.
   c) Standardization.

5x3

UNIT-IV

Q.8 What is meant by store organisation? What are its functions and how stores efficiency is measured?

15

Q.9 a) Explain the principles of material handling.
   b) Explain the factors that influence spare parts planning.

8   7
Q.1 Answer in brief:
   a) Define IPO.
   b) What is capital market?
   c) Write any two examples of debt security.
   d) What is secondary market?
   e) Write any two functions of merchant banks.
   f) Explain the term venture capital.
   g) Give two functions of stock exchange.
   h) Mention any four components of depository system.
   i) What are E-security?
   j) Who can setup a mutual fund in India?

UNIT-I

Q.2 Define financial system. Explain the structure and role of financial system in India.

Q.3 Differentiate between capital and money market in India. How does capital market contribute towards an economic development?

UNIT-II

Q.4 Explain in brief various regulations that regulate various activities of money market in India.

Q.5 Define stock exchange and its functions. Also critically analyse various securities being traded in capital market.

UNIT-III

Q.6 Discuss the significance of debt securities in the Indian capital market. Explain in detail the process of issuing bonds in primary market.

Q.7 Define depository system in India. Explain the process of de-materialization. Also discuss its benefits to investors and stock exchange.

UNIT-IV

Q.8 Write short notes on:
   a) Merchant banking.
   b) Venture capital.

Q.9 How does a mutual fund function? Discuss the role, structure, objective and regulation of a mutual fund in India.
Q.1 
Fill in the blanks:

a) Company has been defined in section __________ of Companies Act. 2013.
b) As per Companies Act. 2013, the turnover of small company showed should not to exceed __________.
c) Procedure as to making of calls and forfeiture of shares are mentioned in this important document of a company ________________.
d) A personal representative of the member at meeting is called ___________.

State whether the following statements are TRUE or FALSE:

e) The corporate veil will exist in each and every circumstance.
f) Winding up and dissolution of the company is one and the same thing.
g) There can be more than one manager in a company.

Explain the following in brief:

h) Government company.
i) Binding effect of Memorandum and Articles.
j) Managing Director.
k) Extra Ordinary General Meeting.

UNIT-I

Q.2 
“The fundamental attribute of corporate personality is that company is a legal entity distinct from the member”. Elucidate the statement. Under what circumstances the court may disregard the separate legal entity of a company? 15

Q.3 
a) Write a short note on “Doctrine of Indoor Management”. 10
b) Explain the contents of “Memorandum of Association”. 5

UNIT-II

Q.4 Define prospectus. What are the remedies available to a shareholder for mis-statement in a prospectus? 15

Q.5 Write short notes on:
a) Resolutions.
b) Modes of acquiring membership of a company.
c) Business to be transacted at AGM. 5x3

UNIT-III

Q.6 Write the provisions of Companies Act. Related to:

a) Appointment of directors.
b) Remuneration of directors. 15

Q.7 Discuss the provisions related to appointment of Auditor of a company. 15
Q.8 Explain the procedure to wind up a company voluntarily in detail. 15

Q.9 Discuss the provisions related to:
   a) Ground for compulsory winding up. 7
   b) Duties and powers of Liquidator. 8
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (Banking) – Fifth Semester
COMPUTER NETWORKING AND INTERNET (bba-5004)

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) TCP/IP is a:
   i) Network hardware
   ii) Network software
   iii) Protocol
   iv) None of the above

   b) OSI stands for:
   i) Open system interface
   ii) Open system interconnection.
   iii) Out system interface
   iv) Out system interconnection.

   c) TCP/IP mainly used for:
   i) File transfer
   ii) Email
   iii) Remote login service
   iv) All of the above

   d) __________ are hardware and software combinations that connect devices running at different native protocols:
   i) Protocols
   ii) Models
   iii) Gateways
   iv) Ports

   e) USB stands for:
   i) United serial by-pass
   ii) Universal serial by-pass.
   iii) Universal system bus
   iv) Universal serial bus.

   f) Which layer is responsible for process to process delivery?

   g) Which topology requires multipoint connection?

   h) Which is the central device on which star topology is based?

   i) What is the size of IPv6 address?

   j) What does LAN stands for?

   UNIT-I

Q.2  What is a computer network? Explain the various network topologies.

Q.3  Explain the various devices used to set up a network.

UNIT-II

Q.4  What is OSI? Explain the layers of an OSI model.

Q.5  Write short notes on:
   a) Cryptography
   b) Firewalls.

UNIT-III

Q.6  Explain the features of internet. Describe its advantages and disadvantages in detail.

Q.7  Explain the following:
   a) Search engines.
   b) ISP

UNIT-IV

Q.8  a) Differentiate between internet and intranet.
b) What is WWW?

Q.9 Describe the following:
   a) HTTP   b) DNS
End Semester Examination, Dec. 2015
BBA (GEN) / BBA (BANKING) – Fifth Semester
WORKSHOP ON PERSONALITY AND SOFT SKILLS DEVELOPMENT
(bba-5005)

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 State whether the following are True or False:
a) Personality comes from the word ‘Persona’.
b) Authoritarian method is good for the child as he becomes independent.
c) In permissive method of child-training parents are very lenient.
d) A power point presentation is an excellent way to give your views.
e) Team work means working independently. 1x5

Fill in the blanks:
f) A _____________ child training method is the best way to bring up children.
g) The appearance of a person creates a first ___________.
h) People who have a healthy personality always have a _______ attitude.
i) A _____________ is the only constant in life.
j) Wanting what the other person has gives rise to ______________. 1x5

UNIT-I

Q.2 Differentiate between change and resistance. What are the two types of changes? Which occur in an individual’s life as he/she grows up? 10

Q.3 Discuss the different methods of training a child and the personality patterns of such children. 10

UNIT-II

Q.4 How does family help in determining the personality of a child? What factors can make a child emotionally stable? 10

Q.5 Write short notes on any two:
a) Success
b) Reputation
c) Speech 5x2

UNIT-III

Q.6 What constitutes a healthy personality? Discuss each parameter of an individual who has a healthy personality? 10

Q.7 Highlight the importance of appearance, dress-sense, etiquettes and body language in a business environment. Explain each in detail. 10

UNIT-IV

Q.8 Write short notes on any two:
a) Effective teams.
b) Interviewing skills.
c) Building positive relationships. 5x2
Q.9 Discuss the strategies of gaining power and influencing people.
Q.1 Fill in the blanks:
   a) Family pension is taxable under the head of _________.
   b) As far as residential status is concerned a firm can be either ________ or _________.
   c) Speculation loss can be set off only from ________.
   d) Return of service tax is to be fixed _________.
   e) The relevant form for payment of service tax is _________.
   f) TIN stand for _________.
   g) Renting of machinery is taxable under the head _________.  
   
Write two or three sentence about:
   h) Methods of computation of VAT.
   i) Agricultural income.
   j) Payment of service tax.
   k) Basis of charge for capital gains.

UNIT-I

Q.2 Write notes on:
   a) Sec 10 AA
   b) Residential status of HUF.
   c) Person as per income tax act.  

Q.3 Income tax act gives absolute exemption in respect of certain incomes. Discuss enumerating at least 10 such income.

UNIT-II

Q.4 What do you mean by clubbing of incomes? Explain the provisions of income tax relating to clubbing of incomes.

Q.5 Write short notes on:
   a) Section 80 G
   b) TDS
   c) Section 80 D  

UNIT-III

Q.6 a) What is composition scheme? Discuss its merits and demerits.
    b) Briefly explain need for introducing VAT.

Q.7 What are the variants of VAT? Write a note on income variant and consumption variants of VAT.

UNIT-IV

Q.8 What do you mean by service? Discuss the basis of charge of service tax.
Q.9  Briefly explain at least 10 services given in Mega Exemption Notification.
End Semester Examination, Dec. 2015  
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) Name two types of system testing.  
b) SDLC stands for ________.  
c) What is recovery?  
d) Name all the phases of spiral model.  
e) 1:1 relationship is __________.  
f) Form is a type of (Input design / Output design).  
g) What is metadata?  
h) Define data.  
i) E-R model stands for __________.  
j) What are the characteristics of a primary key?  

UNIT-I

Q.2 Define SDLC and explain all its phases in detail.  

Q.3 ‘E-R model helps in developing a system’. Justify the statement. Also explain E-R diagram with a suitable example.

UNIT-II

Q.4 Explain feasibility study and its types in detail.

Q.5 Write notes on:  
a) DFD  
b) Fact finding techniques.

UNIT-III

Q.6 Explain the following:  
a) H/W acquisition and vendor selection.  
b) I/O design.

Q.7 Write notes on:  
a) Benchmarking.  
b) Structured chart.

UNIT-IV

Q.8 ‘Quality standards are made to improve the system structuring’. Justify the statement with explaining quality standards.

Q.9 Write notes on:  
a) System testing and its types.  
b) Review and review plan.
Q.1 **State whether the following statement is True or False:**
   a) Exchange of goods and services within country is called international business.
   b) FDI means fixed domestic investment.
   c) Licensing is more common in manufacturing industry.
   d) Counter trade is bilateral trade.
   e) Export can either directly or indirectly market the product in different countries.

**Fill in the blanks:**
   f) PLC is stand for ________.
   g) David Ricardo’s developed the theory of ________ advantages.
   h) WTO stand for ________.
   i) Non tariff barriers affects ________ or ________ indirectly.
   j) The objective of IMF is ________.

**Answer the following questions in one or two sentences:**
   k) Write any two methods of international business entry.
   l) State any two example of non tariff of international trade.

**UNIT-I**
Q.2 a) Differentiate between domestic trade and international trade.
   b) Suggest various measures to increase FDI in under developed countries like India.

Q.3 Discuss in brief the various modes of entry in the international business.

**UNIT-II**
Q.4 Explain the comparative cost advantage theory of international trade. Is it an improvement over the theory of absolute cost advantage?

Q.5 a) Discuss various non-tariff barriers.
   b) Write a note on product life cycle theory of IB.

**UNIT-III**
Q.6 Explain the characteristics of foreign exchange market. Examine the different theories of exchange rate determination.

Q.7 Write short notes on:
   a) Functions of IMF.
   b) Measures for improving balance of payment.

**UNIT-IV**
Q.8 Discuss the role of multinational corporations in our country. Explain the problems created by MNCs in India.
Q.9 Explain the major considerations in designing and branding decisions in international market.
End Semester Examination, Dec. 2015  
BBA (GEN) / BBA (Banking) – Sixth Semester  
E-COMMERCE (bba-6004)

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) Third party languages are used to send data safely from one node to another. (True / False).
b) Online transactions are safer than traditional transactions. (True / False).
c) What is abbreviation of ATM?
d) OTP stands for __________.
e) Name any four websites who does online business only.
f) What do you mean by a safe transaction?
g) B2C and C2C stands for __________.
h) Could we draw cash by using a credit card? (Yes / No).
i) IP stand for __________.
j) What is the name of online payment mechanism? 1x10

UNIT-I

Q.2 a) Explain the term one to one enterprise. 5
b) Explain the advantages and disadvantages of E-commerce. 5

Q.3 Define E-commerce with different types of E-commerce models. 10

UNIT-II

Q.4 a) Explain the term plastic money. 5
b) Explain the laws related to online transactions. 5

Q.5 Discuss online payment mechanism, describing payment gateways. 10

UNIT-III

Q.6 What do you mean by network security? How you can secure your online transactions from frauds? 10

Q.7 a) Explain digital signatures. 5
b) Applications of E-commerce in retail and service sector. 5

UNIT-IV

Q.8 What is E-commerce model? Design a model for middle level organization. 10

Q.9 a) Explain the term staff less organization. 5
b) Explain the advantages and disadvantages of virtual organizations. 5
Q.1 Explain the following in briefly:
   a) Grapevine.
   b) Scanning.
   c) Intonation.
   d) Gestures.
   e) Oral presentation.
   f) Brochure.
   g) Minutes of a meeting.
   h) Circular.
   i) Memo.
   j) Claim letter.

   1x10

PART-A

Q.2 What types of barriers occur in communication? Explain each and suggest ways to overcome the barriers in detail.
   10

Q.3 Highlight the process of listening. Explain the different types of listening with an example of each.
   10

Q.4 How is body language useful in the process of communication? Explain each component of body language and how it can be used to make a communication effective.
   10

PART-B

Q.5 How can a sales letter be used to attract a customer? Explain the AIDA strategy in a sales letter by writing an attractive sales letter.
   10

Q.6 Business reports are an essential part of every business organization. Write a report on the losses in business of XYZ Enterprises due to a stiff competition.
   10

Q.7 Issue a notice to all the employees of ABC International to call them for an urgent meeting. Attach an agenda to discuss various important issues to be discussed in the meeting.
   10
PART-A

Q.1 Give short answer to any four of the following:
   a) What, according to E.M. Foster, are the different aspects of novel?  
   b) What does “Conflict- Climax- Denouement” signify in a short story?  
   c) What is a feature story? How is it different from a short story?  
   d) What is first person narrative?  
   e) Who is the protagonist in a work of fiction?  
   f) What is the difference between short story and novel?  

PART-B

Q.2 Develop a dialogue between two friends discussing the recently initiated ‘Juvenile, Justice Bill, 2015.’

Q.3 Write down an essay of approximately 700 words on any one of the following ideas/themes:
   a) The World without Internet  
   b) Global Warming  
   c) My Childhood Days

Q.4 Write a letter to the editor of a newspaper expressing your anguish over increasing incidents of eve-teasing.
Q.1 Define the following in one or two sentences:
   a) Trade.
   b) Planning.
   c) Management.
   d) Controlling.
   e) Organisation.
   
   Briefly answer:
   f) Explain the objectives of FICCI.
   g) What are the advantages of MNC's?
   h) "Leadership is situational". Comment.
   i) Explain BCG matrix.
   j) Name any three types of informal channels.

PART-A

Q.2 a) Define business. Explain the objectives of business.
   10
   b) Briefly explain joint stock company. Also differentiate between partnership and public company.
   10

Q.3 a) What is meant by ‘entrepreneur’? Explain the characteristics of an entrepreneur.
   8
   b) Briefly explain the entrepreneurial process.
   12

Q.4 a) What is business combination? Explain the causes of business combination.
   15
   b) Explain the role and objectives of CII.
   5

PART-B

Q.5 a) Define strategic planning. Explain the process of formulation of strategic plan.
   10
   b) Explain in briefly the process and rationality of decision making.
   10

Q.6 a) Explain the Maslow theory of motivation. Compare it with Herzberg’s motivation Hygiene theory.
   12
Q.7

a) “The essence of control is action”. Comment. Also discuss the various techniques of control in an organisation.

12

b) Explain the barriers of communication.

8
Q.1  

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

i) In accounting all business transactions are recorded as having a dual aspect.  
ii) Salary payable is a nominal account.  
iii) Trade discount is shown separately in the books of account.  
iv) Cash book performs the functions of both journal and ledger.  
v) The provision for doubtful debts is debited to the bad debts account.  
vi) Interest is calculated on the hire purchase price at the given rate of interest.  
vii) In the absence of any provisions in the partnership agreement partners can charge interest at 6% p.a.  
viii) In the event of death of a partner, the accumulated profits and losses are shared by the partners in their capital ratio.  
ix) In case of installment system, total interest receivable by the seller is credited to interest suspense account.  
x) Bad debts recovered and credited to the debtors account would increase the profit.  

**b) Short answer types:**

i) What is trade discount? Give an example.  
ii) What are prepaid expenses? What journal entry will be passed for prepaid expenses?  
iii) Goods worth `1,00,000/- were burnt by fire and a claim of `70,000/- has been accepted by the insurance company. How it will be recorded in final account?  
iv) Point out the difference between the hire purchase system and installment purchase system from the accounting point of view.  
v) How can a partner retire from a partnership firm?  

**PART-A**

Q.2  

Discuss briefly the basic accounting concepts and fundamental accounting assumptions.  

Q.3  

Journalise the following transactions, post them in the ledger and prepare a trial balance:

**January 1, 2015**

Assets:  
- Furniture `5000/-;  
- Machinery `10,000/-;  
- Stock `4000/-;  
- Cash in hand `550/-;  
- Cash at bank `7450;  
- Amount due from Ramesh and Co. `1,000/- and amount due from Suresh `2000/-.
Liabilities:
- Amount due to Rama `4,500/-
- Amount due to Ranjeet `2,000/-
- Amount due to Shyam `1,500/-

2015
- Jan 1 Purchased goods from Ajay `4,500/-
- Jan 3 Sold goods for cash `1,500/-
- Jan 5 Paid to Himanshu by cheque `5,500/-
- Jan 10 Deposited in bank `2,800/-
- Jan 13 Sold goods on credit to Mukesh `1,700/-
- Jan 15 Paid for postage `100/-
- Jan 16 Received cash from Rakesh `2,200/-
- Jan 17 Paid Telephone charges `250/-
- Jan 22 Purchased goods worth `1,600/- less 20% trade discount and 5% cash discount from Mahesh and Co. for cash and supplied them to Ramesh and Co. at list price less trade discount.
- Jan 25 Cash purchases `16,500/-
- Jan 28 Suresh is declared insolvent and a dividend of 50 paise in a rupee is received from him in full settlement.
- Jan 30 Allowed interest on capital @10% p.a. for one month
- Jan 31 Paid for: Salaries `150/-, Rent 60/-

Q.4 a) On 1st June, 2012 S Ltd. purchased a plant for `9,00,000/-. On 1st December, 2014 a part of plant purchased on 1st June, 2012 for `1,50,000/- was sold for `60,000/-. On 1st January, 2015 a new plant was purchased for `3,00,000/-. Depreciation is provided @10% p.a. on diminishing balance method. The books are closed on 31st March each year. Prepare plant account and provision for depreciation account for the relevant years.

b) Write a note on “Depreciation policy”.

Q.5 Prepare trading and profit and loss account and balance sheet as on 31st March, 2015, from the following balances:

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount (/)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital A/c</td>
<td>`5,00,000/-</td>
</tr>
<tr>
<td>Drawings A/c</td>
<td>`36,000/-</td>
</tr>
<tr>
<td>Bills receivables</td>
<td>`5,800/-</td>
</tr>
<tr>
<td>Plant and Machinery</td>
<td>`3,80,000/-</td>
</tr>
<tr>
<td>Sundry debtors</td>
<td>`68,000/-</td>
</tr>
<tr>
<td>Loan A/c(cr.) at 12% p.a.</td>
<td>`20,000/-</td>
</tr>
<tr>
<td>Manufacturing wages</td>
<td>`40,000/-</td>
</tr>
<tr>
<td>Returns inwards</td>
<td>`3000/-</td>
</tr>
<tr>
<td>Purchases</td>
<td>`1,20,000/-</td>
</tr>
<tr>
<td>Sales</td>
<td>`2,60,000/-</td>
</tr>
<tr>
<td>Rent</td>
<td>`28,000/-</td>
</tr>
<tr>
<td>Commission received</td>
<td>`6,000/-</td>
</tr>
<tr>
<td>Stock on 01-04-2014</td>
<td>`67,000/-</td>
</tr>
<tr>
<td>Salaries and wages</td>
<td>`24,000/-</td>
</tr>
<tr>
<td>Outstanding salaries and wages</td>
<td>`2,000/-</td>
</tr>
<tr>
<td>Insurance (including Premium of</td>
<td>`2,600/-</td>
</tr>
<tr>
<td>`1,000/- per annum paid upto</td>
<td></td>
</tr>
<tr>
<td>30-09-2015)</td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>`36,600/-</td>
</tr>
<tr>
<td>Bank overdraft</td>
<td>`15,000/-</td>
</tr>
<tr>
<td>Repairs and renewals</td>
<td>`1,600/-</td>
</tr>
<tr>
<td>Interest and discount (Dr.)</td>
<td>`4,400/-</td>
</tr>
<tr>
<td>Bad creditors</td>
<td>`4,000/-</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>`30,000/-</td>
</tr>
<tr>
<td>Fixtures and fittings</td>
<td>`12,000/-</td>
</tr>
</tbody>
</table>

Adjustments:
a) Stock on hand on 31st March, 2015 was `80,000/-.

b) Write off bad-debts amounting to `2,000/- and create a provision of 5% for doubtful debts and 2% for discount on debtors assuming that `10,000/- included in debtors are definitely good.

c) Rent has been paid upto 31st May, 2015.

d) Manufacturing wages include `10,000/- of a new machinery purchased on 1st October, 2014.

e) Depreciate plant and machinery by 10% p.a. and fixtures and fittings by 20% pa.

f) Commission earned but not received `1,000/-.

g) Interest on loan for the last two months is not paid.

h) Goods worth `4,000/- were distributed as free samples.

Q.6 a) What is meant by hire purchase system? Give necessary entries for recording of hire purchase transactions in the books of both the hire purchaser and the hire vendor.  

b) Discuss in brief various types of lease.  

Q.7 The following is the balance sheet of X and Y trading Co. as on 31st December, 2013, profits being divided into 3/5 to X and 2/5 to Y.

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount `</th>
<th>Assets</th>
<th>Amount `</th>
</tr>
</thead>
<tbody>
<tr>
<td>X's capital account</td>
<td>7,000/-</td>
<td>Debtors</td>
<td>4,400/-</td>
</tr>
<tr>
<td>Y's capital account</td>
<td>4,000/-</td>
<td>Buildings</td>
<td>3,000/-</td>
</tr>
<tr>
<td>Sundry creditors</td>
<td>3,000/-</td>
<td>Plant</td>
<td>5,000/-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Bank</td>
<td>1,600/-</td>
</tr>
<tr>
<td>Total</td>
<td>14,000/-</td>
<td></td>
<td>14,000/-</td>
</tr>
</tbody>
</table>

They agree to admit a new partner Z on 1 January, 2014 and the following arrangements are made:

a) Goodwill to be created amounting to `3,500/- to be credited to X and Y in the same proportions as they divide profits.

b) The buildings and plant are independently valued at `3,500/- and `6,000/- respectively. The increased valued to be similarly credited to P and S.

c) B to bring `4,000/- cash as his capital.

d) All partners to be credited with 5% interest per annum on capital and to be charged 5% interest on drawings, which amount to `200/- a month, drawn by each partner at the end of each month.

e) Profits to be divided in the proportion X 5, Y 3 and Z 2. The profit to 31st December, 2014 before allowing interest was `15,000/-.

Prepare the firm’s balance sheet and partner’s capital accounts as on 31st December, 2014.
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated) – First Semester

INDIAN ECONOMICS AND SOCIAL ENVIRONMENT (BCH-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 Answer in brief:
a) What is mixed economy?
b) What is political spectrum?
c) Define public sector.
d) Enlist any two reasons for privatization.
e) What is geo-politics?
f) Write full form of BIFR.
g) Name any two incentive schemes to increase exports.
h) Enlist two hurdles of financial sector reforms.
i) Write any two advantages and disadvantages of MNC's.
j) Define B.O.T.

PART-A


Q.3 Discuss in detail changing role of government in the context of a dynamic economy.

Q.4 a) “Although profitability is regarded as the most useful measure of the efficiency of operations of an enterprise”, why is this criteria not strictly applicable to public enterprises. Explain.

b) ‘There are four important economic roles played by the government in a mixed economy’. Justify the statement.

PART-B


Q.6 Discuss the advantages and positive implications of globalization of the Indian economy. What are the negative implications associated with it?

Q.7 Explain the reasons for the introduction of economic reforms. What is the impact of economic reforms on the Indian economy?
End Semester Examination, Dec. 2015
B. Com (Hons) and (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. All questions carry equal marks.

Q.1 Fill in the blanks:
   a) An agreement to do an impossible act is ____________.
   b) Breach of contract may be ___________ or ____________.
   c) Threat to commit suicide amounts to __________.
   d) An acceptance must be __________ (Absolute / conditional)
   e) The maximum number of members of LLP is ________.
   f) The officer who helps to complete the liquidation proceeding of an LLP is called ____________.
   g) The appellate tribunals, established as per IT Act, 2000 is called ________.
   h) __________ is empowered to make rules for electronic-signatures. 1x8

State whether TRUE or FALSE:
   i) A contract of sale can’t be conditional.
   j) Breach of condition may be treated as breach of warranty.
   k) LLP must have two designated partners.
   l) Controller can certify the public keys of subscribers. 1x4

Write 3-4 sentences about:
   m) Wage agreement.
   n) Contingent goods.
   o) Electronic signature vs digital signature.
   p) Who can become partner in an LLP? 2x4

PART-A

Q.2 a) Discuss briefly the remedies for breach of contract. 10
       b) Write short notes on:
          i) Contingent contracts.
          ii) Quasi contracts. 10

Q.3 a) Define bailment. What are the essential elements of bailment? 10
       b) Explain the various modes of creation of an agency. 10

Q.4 a) Distinguish between condition and warranty in a contract of sale. What are implied conditions in a contract of sale? 15
       b) When the doctrine of 'caveat emptor' does not apply to the sale of goods. 5

PART-B

Q.5 a) Define a limited liability partnership and bring out clearly its characteristics. 10
       b) What is meant by 'designated partners'? Discuss the eligibility conditions for appointment of designated partners. 10

Q.6 a) What is the tax treatment being provide for LLPs? Discuss. 10
       b) Discuss the procedure of conversion from partnership firm into LLP. 10

Q.7 a) Explain the personal provisions of Information Technology Act, 2000 relating to computer resource related offences. 10
b) Discuss the duties of ‘certifying authority’ under the Information Technology Act, 2000.
End Semester Examination, Dec. 2015
B.Com. (Hons) & (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. All questions carry equal marks.

Q.1 a) **Answer the following questions:**
   i) Total revenue is ________ x _______.
   ii) The price of a commodity rise from Rs. 50/- to Rs. 52/-, its supply expands from 500 to 600 units then the Es is _________.
   iii) Ed is equal to 1 is known as ___________.
   iv) Explain consumer equilibrium.
   v) What is elasticity of demand?
   vi) Define opportunity cost.
   vii) Draw a demand curve with schedule.

b) **State whether TRUE or FALSE:**
   viii) Indifference curve (IC) is convex to origin.
   ix) Long run marginal cost curve can never exceed short run marginal cost curve.
   x) MC curve is the supply curve in monopoly.

Q.2 a) Explain the nature and scope of microeconomics in detail.
   b) Discuss in brief the factors affecting elasticity of demand.

Q.3 a) Explain the economics and diseconomies of scale.
   b) How to achieve optimal combination of resources? Explain the help of ISO-quant curve.

Q.4 a) If TC is [50+Q][90+Q] then find out total fixed cost and total variable cost?
   b) Show the relationship between short run average cost and marginal cost curve.
   c) Show the relationship between production function and cost curves.

Q.5 a) When would a firm operate at a loss in the short run under condition of perfect competition?
   b) Discuss the features of perfect competition in detail.

Q.6 a) Write a note on Dead weight loss.
   b) Show the relationship between the AR and MR curve under monopoly.

Q.7 a) Differentiate between monopoly and monopolistic competition.
   b) Discuss Curnot’s duopoly model with reaction curve.
   c) Explain Kinked demand curve with the help of a diagram.
End Semester Examination, Dec. 2015
B.Com. (Hons) & (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 Answer the following questions:
   a) Name 7 C’s of communication.
   b) Write any two objectives of communication.
   c) Diagrammatically represent communication process.
   d) Differentiate between reading and listening.
   e) Define note making.
   2x5

**PART-A**

Q.2 Explain the barriers of communication. Also discuss how to overcome these barriers.
   10

Q.3 a) Explain any two types of layout of letters with diagrams.
   5
   b) Write a letter from a Collector to a Commissioner giving details of damage caused by rains and floods.
   5

Q.4 Write short notes on:
   a) Memorandum.
   5
   b) Agenda and minutes of a meeting.
   5

**PART-B**

Q.5 What is business report? Discuss various types of reports used in business firms. Also explain the structure of business report.
   10

Q.6 a) What is effective listening? Discuss the types of listening.
   6
   b) Explain the characteristics of a good speech.
   4

Q.7 What do you mean by Kinescis? Also explain the role of different body parts in communication.
   10
End Semester Examination, Dec. 2015
B.A. (HONS) ENGLISH – First Semester
ENGLISH GRAMMAR AND LITERARY TERMS (BEH-101)

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

a) **Rewrite the following sentences as directed in the brackets (ANY FIVE):**
   i) You must give him some food and cup of coffee. (Insert appropriate article)
   ii) I (live) in Delhi for five years. (Apply the correct form of tense)
   iii) The telephone rang while I (wash) my hands. (Apply the correct form of tense)
   iv) The Summit was inaugurated by the President. (Change into active voice)
   v) The people speak French in France. (Change into passive voice)
   vi) Maya is (tall) girl in the locality. (Use adjective with appropriate degree of comparison)
   
   
   
   
   2x5

b) **Write short introduction of ANY FIVE of the followings:**
   i) Subjective poetry.
   ii) Hyperbole.
   iii) Tragi comedy.
   iv) Pun.
   v) Couplet.
   vi) Metaphor.
   
   
   
   
   2x5

PART-A

Q.2

Read the following sentences carefully and spot the errors therein. Then rewrite each of the sentence after correcting those errors (ANY TEN):

a) No less than fifteen contestants participated in the state level beauty contest held in Patiala.
   
   
   
   
   
   b) Either Manish or his sister left their purse on my table.
   
   
   
   
   
   c) Neither you can sing nor dance.
   
   
   
   
   
   d) If you had left earlier, you would catch the train.
   
   
   
   
   
   e) The lamp shines brightly, that you gifted me.
   
   
   
   
   
   f) I like the poetries of Wordsworth.
   
   
   
   
   
   g) I participate in debate competition since my childhood.
   
   
   
   
   
   h) He ran fastly to catch the train.
   
   
   
   
   
   i) The jury was divided on the issue.
   
   
   
   
   
   j) The directives of Delhi metro forbid us not to play music in the metro.
   
   
   
   
   
   k) We can write a letter on a paper.
   
   
   
   
   
   l) Each of us have received a parcel.
   
   
   
   
   
   2x10

Q.3

a) Rewrite the following sentences after putting the verbs into the correct tense (ANY FIVE):
   i) We (wait) in the restaurant since 6 o’clock in the evening.
   ii) We will return home before you (leave).
   iii) The thief (escape) before the police reached the scene.
iv) I would have sung, if you (ask).
v) Wood always (float) in the water.
vi) I already (have) my dinner. I do not need any other course now.

2x5

b) Rewrite the following sentences after putting the verbs into the correct tense (ANY FIVE):
i) I wish you (be) here.
ii) If she (be) an apple, I would have eaten her.
iii) If I (be) a thief, I would have stolen your ring.
iv) If he came, I (welcome) him.
v) If it does not rain, the crops (fail).
vi) If he (not miss) the bus, he would reached his office on time.

2x5

Q.4 Make sentences of the following adjectives as per the instructions given in the brackets:
a) smart (Positive and comparative degrees)
b) sad (Positive and superlative degrees)
c) good (Comparative and superlative degrees)
d) fair (Positive and comparative degrees)
e) lucky (Positive and superlative degrees)

4x5

Q.5 What do you mean by Rhetoric? Define and illustrate any five rhetorical figures.

20

Q.6 What do you mean by poetry? What are its different types? Explain with suitable examples.

20

Q.7 Write short notes on:
a) Different stanza forms.
b) Drama and its types.

10x2
End Semester Examination, Dec. 2015
BA (Hons.) ENGLISH – First Semester
ENGLISH GRAMMAR AND LITERARY TERMS (BEH-101)

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** Rewrite the following sentences as directed in the brackets: (*any five*):

a) Ankit is *(tall)* boy in the locality. (Use adjective with appropriate degree of comparison)

b) Nobody has ever seen the other side of the moon. (Change into passive voice)

c) The bell rang while I *(wash)* my hands. (Apply the correct form of tense)

d) You must give him *(some)* food and cup of tea. (Insert appropriate article.)

e) Milk is used for making butter and cheese. (Change into active voice)

f) We *(live)* in Delhi for five years. (Apply the correct form of tense)

**2x5**

Write short introduction of *any five* of the followings:

a) Onomatopoeia

b) Satire

c) Pathos

d) Metaphor

e) Objective poetry

f) Sonnet

**2x5**

**PART-A**

**Q.2** Read the following sentences carefully and spot the errors therein. Then rewrite each of the sentences after correcting those errors: (*any ten*)

a) The leader of opposition along with his party members are suspended from the house.

b) Each of us have received a parcel.

c) Neither of the four brothers are strongly built.

d) If you had left earlier, you would catch the train.

e) The jury was divided on the issue.

f) Either Ram or his sister left their purse on my table.

g) I like the poetries of Wordsworth.

h) I participate in debate competition since my childhood.

i) I saw a packet kept in my balcony. A packet was wet.

j) The lamp shines brightly, that you gifted me.

k) The directives of Delhi metro forbid us not to play music in the metro.

l) We can write a letter on a paper.

**2x10**

**Q.3** a) Rewrite the following sentences after putting the verbs into the correct tense: (*any five*)

i) Wood always *(float)* in the water.

ii) We will return home before you *(leave).*

iii) We *(wait)* in the mall since 6 o’clock in the evening.

iv) The thief *(escape)* before the police reached the scene.

v) I would have sung, if you *(ask).*

vi) I already *(have)* my dinner. I do not need any other course now.

**2x5**
b) Rewrite the following sentences after putting the verbs into the correct tense: *(any five)*

i) If It does not rain, the crops *(fail).*

ii) If I *(be)* a kite, I would have flown high in the sky.

iii) If Mayank *(run)* faster, he will defeat Kavita in the race.

iv) If he *(not miss)* the bus, he would reached his office on time.

v) I wish you *(be)* here.

vi) If he came, I *(welcome)* him.

Q.4 Make sentences of the following adjectives as per the instructions given in the brackets:

a) easy *(Positive and Comparative degrees)*

b) happy *(Positive and Superlative degrees)*

c) simple *(Comparative and Superlative degrees)*

d) smart *(Positive and Comparative degrees)*

e) cloudy *(Positive and Superlative degrees)*

Q.5 What do you mean by figure of speech? What are its functions? Define and illustrate five figures of speech that are used frequently.

Q.6 What do you mean by drama? What are its different types? Explain with examples.

Q.7 Write short notes on the following:

a) Different stanza forms

b) Comedy and its types
Q.1 **Explain the following lines with reference to the context (ANY FIVE):**

a) The Frost performs its secret ministry,
   Unhelped by any wind. The owlet's cry,
   Came loud—and hark, again! loud as before.
   The inmates of my cottage, all at rest,
   Have left me to that solitude, which suits,
   Abstruser musings: save that at my side,
   My cradled infant slumbers peacefully.

b) Away! away! for I will fly to thee,
   Not charioted by Bacchus and his pards,
   But on the viewless wings of Poesy,
   Though the dull brain perplexes and retards:

c) Oft I had heard of Lucy Gray,
   And, when I crossed the Wild,
   I chanced to see at break of day,
   The solitary Child.
   No mate, no comrade Lucy knew;

d) Thou still unravish'd bride of quietness,
   Thou foster-child of silence and slow time,
   Sylvan historian, who canst thus express
   A flowery tale more sweetly than our rhyme:

e) He holds him with his skinny hand,
   'There was a ship,' quoth he.
   'Hold off! unhand me, grey-beard loon!'
   Eftsoons his hand dropt he.

f) Where are the songs of Spring? Ay, where are they?
   Think not of them, thou hast thy music too,-
   While barred clouds bloom the soft-dying day,
   And touch the stubble-plains with rosy hue;
   Then in a wailful choir the small gnats mourn.

4x5

**PART-A**

Q.2 **Discuss the major features of Romantic Poetry.**

20

Q.3 **Write the critical appreciation of "The Rime of the Ancient Mariner."**

20
Q.4 Discuss William Wordsworth as a nature poet giving examples from the poems you have read.

PART-B

Q.5 Critically analyze "Ode to the West Wind."

Q.6 Discuss John Keats as a sensuous mystic, giving examples from the poems you have read.

Q.7 Analyze the theme of the poem "Ode on a Grecian Urn" by John Keats.

20
Q.1 Explain the following lines with reference to the context:
   a) Thanks to the human heart by which we live,
      Thanks to its tenderness, its joys, and fears,
      To me the meanest flower that blows can give
      Thoughts that do often lie too deep for tears.
   b) Be through my lips to unawakened earth
      The trumpet of a prophecy! O Wind,
      If Winter comes, can Spring be far behind?
   c) Day after day, day after day,
      We stuck, nor breath nor motion;
      As idle as a painted ship
      Upon a painted ocean.
   d) Weave a circle round him thrice,
      And close your eyes with holy dread
      For he on honey-dew hath fed,
      And drunk the milk of Paradise.
   e) Where are the songs of Spring? Ay, where are they?
      Think not of them, thou hast thy music too,-
   f) Oh! yet a little while
      May I behold in thee what I was once,
      My dear, dear Sister! and this prayer I make,
      Knowing that Nature never did betray

PART-A

Q.2 Assess the mysterious and supernatural elements in the poetry of Coleridge with special reference to the poems you have read. 20

Q.3 Write a critical appreciation of “Ode to Intimations of Immorality”. 20

Q.4 Write an essay on the salient features of Romantic Poetry, illustrating from the poems prescribed for you. 20

PART-B

Q.5 Critically analyze the poem” Ode to a Nightingale” by John Keats. 20

Q.6 Write a critical appreciation of the poem “ Ode to a Skylark.” 20

Q.7 Write an essay on the odes of John Keats, with special reference to the odes prescribed for you. 20
End Semester Examination, Dec. 2015  
B.A. (HONS) ENGLISH – First Semester  
VICTORIAN POETRY (BEH-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 Attempt any four of the following short questions.  
(Reference to the context):

a) Fail I alone, in words and deeds?  
   Why, all men strive and who succeeds?

b) I am poor brother Lippo, by your leave!  
   You need not clap your torches to my face.

c) Out flew the web and floated wide,  
   The mirror crack’d from side to side.

d) I hope to see my Pilot face to face,  
   When I have crossed the bar.

e) Nay, we’ll go,  
   Together down, Sir. Notice Neptune, though,  
   Taming a sea –horse.

f) And may there be no sadness of farewell,  
   When I embark

Q.2 Part A

Q.2 Comment on Browning as a love poet with special reference to The Last Ride Together.

20

Q.3 What is a dramatic monologue? Explain with special reference to My Last Duchess.

20

Q.4 Compare and contrast Browning and Tennyson as Victorian poets.

20

Q.5 Part B

Q.5 Critically comment on the various themes of the poem Ulysses.

20

Q.6 Attempt a critical appreciation of The Goblin Market.

20

Q.7 Until she saw Lancelot ride by, the lady was living in complete isolation from the world. In an essay explain the psychological effects of total isolation on the lady with reference to the poem The Lady of Shalott.

20
Q.1 Explain any four of the following with reference to the context:

a) One equal temper of heroic hearts,
   Made weak by time and fate, but strong in will
   To strive, to seek, to find, and not to yield.

b) This grew; I gave commands;
   Then all smiles stopped together. There she stands
   As if alive

c) A bow-shot from her bower-eaves,
   He rode between the barley-sheaves,
   The sun came dazzling thro' the leaves,
   And flam'd upon the brazen greaves
   Of bold Sir Lancelot.

d) Twilight and evening bell,
   And after that the dark!

e) And heaven just prove that I and she
   Ride, ride together, forever ride?

f) I am poor brother Lippo, by your leave!
   You need not clap your torches to my face

---

PART-A

Q.2 Critically analyse Browning’s The Last Ride Together.

Q.3 What is a dramatic monologue explain with special reference to My Last Duchess.

Q.4 Describe the major characteristics of Victorian Poetry. Write in detail about the growth and development of Victorian Poetry.

---

PART-B

Q.5 Do you think King Ulysses is an escapist? How does the poem throw light on the Victorian spirit? Justify your answer.

Q.6 Attempt a critical appreciation of the poem Fra Lippo Lippi.

Q.7 The Lady of Shalott makes a confident choice to break free from her isolation. Although it costs her everything, it’s still a strong and meaningful refusal of her shadowy, isolated situation. Do you agree with this statement? Justify.
End Semester Examination, Dec. 2015
BA (Hons.) ENGLISH – First Semester
ENGLISH PROSE (BEH-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 Explain any four of the following short questions. Explain with reference to the context.
   a) “Crafty men condemn studies, simple men admire them, and wise men use them”.
   b) Why the essay is entitled "Dream Children”? Explain.
   c) “Travel in the younger sort is a part of education; in the elder, a part of experience”.
   d) Who came to attend Mrs. Field’s funeral and why did they come?
   e) Where does the expression “busy-idle diversion” occur? What does the author mean by this?
   f) How does lamb present the autobiographical elements in the essay? Explain.

\[5 \times 4\]

PART-A

Q.2 Comment on Bacon’s style of writing on the basis of the essays you have read.
   20

Q.3 Write a detailed note on the development of essay.
   20

Q.4 Comment critically on lamb’s essay, ‘Dream Children – a reverie’.
   20

PART-B

Q.5 Attempt a critical analysis of ‘Of Travel’ by Francis Bacon quoting suitable lines from the text.
   20

Q.6 Discuss Charles Lamb as an essayist.
   20

Q.7 Describe the character of the great grandmother Field as described in Lamb’s essay.
   20
Q.1 Attempt any five of the following short questions. Explain with reference to the context:
   a) for quarrels, they are with care and discretion to be avoided: they are commonly for mistresses, healths, place, and words; and let a man beware how he keepeth company with choleric and quarrelsome persons; for they will engage him into their own quarrels."
   b) “Travel in the younger sort is a part of education: in the elder, a part of experience.”
   c) “Read not to contradict and confute, nor to believe and take for granted, nor to find talk and discourse, but to weigh and consider.”
   d) “... “Such a distance there is betwixt life and death”—explain the significance of the line in light of the context.
   e) What is the relevance of studies according to Sir Francis Bacon in ‘Of Studies?’
   f) What does Bacon say on the value of Traveling in ‘Of Travel’? Explain. 4x5

   **PART-A**

   Q.2 Account for the great appeal of Bacon’s essays. 20
   Q.3 Comment on Lamb’s prose style as seen in his essay ‘Dream Children: a Reverie.’ 20
   Q.4 Write a detailed note on the Development of Essay. 20

   **PART-B**

   Q.5 Attempt a critical analysis of ‘Of Travel’ by Francis Bacon quoting suitable lines from the text. 20
   Q.6 Comment on the autobiographical element in Lamb’s essays by quoting suitable lines from the text. 20
   Q.7 What picture of the great grandmother Field do you get in the mind when you read Lamb’s essay ‘Dream Children: a Reverie.’ Discuss. 20
Q.1 Explain any four of the following with reference to the context:
   a) And this our life, exempt from public haunt,
      Finds tongues in trees, books in the running brooks,
      Sermons in stones, and good in every thing.
   b) If she be a traitor,
      Why so am I. We still have slept together,
      Rose at an instant, learned, played, eat together,
      And, wheresoe’er we went, like Juno’s swans,
      Still we went coupled and inseparable.
   c) ........coz, coz, coz, my pretty little coz, that thou didst know how many fathom deep I am in love. But it cannot be sounded; my affection hath an unknown bottom, like the Bay of Portugal.
   d) Thus conscience does make cowards of us all;
      And thus the native hue of resolution,
      Is sicklied o’er with the pale cast of thought,
      And enterprises of great pith and moment,
      With this regard their currents turn awry,
      And lose the name of action.
   e) Oh, my offence is rank. It smells to heaven,
      It hath the primal eldest curse upon’t,
      A brother’s murder.
   f) Alexander died, Alexander was buried, Alexander returneth to dust, the dust is earth, of earth we make loam—and why of that loam,

PART-A

Q.2 Write down an essay on characteristic Shakespearean comedy. How does it reflect the playwright vision of paradise? 
20

Q.3 Bring out the pastoral elements in As You Like It. In what ways the playwright resents a contrast between the court and the country life? 
20

Q.4 Trace the development of the relationship between Oliver and Orlando. What led to the transformation of Oliver from a vile brother to a good one? 
20

PART-B
Q.5 What are the major attributes of a Shakespearean tragic hero? Are they solely responsible for their downfall? Explain with special reference to Hamlet.

Q.6 Trace the development of Hamlet’s character. Do you agree that he does not fit in the Shakespearean conception of tragic heroes?

Q.7 What is the importance of the Grave Digger’s Scene? How is the scene Hamlet’s ultimate teacher?
End Semester Examination, Dec. 2015
BA (Hons.) ENGLISH – First Semester
ENGLISH DRAMA-I (BEH-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 Explain any four of the following with reference to the context:
   a) If she be a traitor,
      Why, so am I. We still have slept together,
   b) And this our life, exempt from public haunt,
      Finds tongues in trees, books in the running brooks,
      Sermons in stones, and good in every thing.
   c) Men have died from time to time, and worms have eaten them, but not for love.
   d) O, that this too too solid flesh would melt,
      Thaw and resolve itself into a dew!
   e) I hop'd thou shouldst have been my Hamlet's wife.
      I thought thy bride-bed to have deck'd, sweet maid,
      And not have strew'd thy grave.
   f) Not a whit, we defy augury: there's a special
      Providence in the fall of a sparrow. If it be now,
      'tis not to come; if it be not to come, it will be
      Now; if it be not now, yet it will come. The
      Readiness is all.

   5x4

PART-A

Q.2 Write an essay on characteristic Shakespearean comedy with special reference to the
   comedy you have read. 20

Q.3 Discuss and illustrate the elements of romance and comedy in As You Like It. 20

Q.4 Throw light on the plot of As You Like It. How is it conditioned by the sub-plots of the
   play. 20

PART-B

Q.5 Comment critically on Shakespeare's conception of a tragic hero. Does Hamlet fit fairly
   in the Shakespeare conception of tragic heroes? Give a reasoned answer. 20

Q.6 Why does Hamlet delay his execution of revenge? Bring out the dilemma that is going
   inside his mind. 20

Q.7 What is the importance of 'Play within the play' in Hamlet? How does it affect the
   action of the play? 20
Note: Attempt **FOUR** questions in all; **PART-A is compulsory**. Attempt any **TWO** questions from **PART-B**. Marks are indicated against each question.

**PART-A**

Q.1 Attempt *(any four)*:
   a) What is creative writing? How is creative writing different from non-creative writing? 5
   b) Define drama. How is it different from novel? 5
   c) Discuss briefly the 7 C’s of writing. 5
   d) What do you understand by the terms content, form, structure and style of a literary work? 5
   e) Define tragedy. Discuss its main features. 5

**PART-B**

Q.2 Write a short story using the line "When I opened the door, I was surprised to see her... We had not met since ten years, yet she had not changed at all....." 15

Q.3 Write your views on the topic "How to make India clean"? 15

Q.4 Two friends meet at the college canteen. Write dialogues between the friends in which they discuss the ill effects of fast food. 15
End Semester Examination, Dec. 2015
B.Com. (Hons) (Industry Integrated) – Fifth Semester
FINANCIAL ACCOUNTING–V (CH-5.5K)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 4

Note: The question paper has SIX questions in all; Q.1 is compulsory. Attempt any FOUR out of remaining FIVE questions.

Q.1 Fill in the blanks:
   a) Format of Balance sheet for companies is given under Part ____of Schedule ______ of Companies Act__________.
   b) Accounting standard (AS) ________ deals with ‘Net profit or loss for the period, prior period items and change in accounting policies’.
   c) Accounting standard (AS) _______ deals with ‘Consolidated Financial Statements’.
   d) _____________________paragraph may be included in auditor’s report when in case auditor discovered that prior period financial statements contain material misstatements and also amended audit report has not been issued but the corresponding figures have been restated and appropriate disclosures have been made in the current period financial statements.
   e) As per AS_______ the preliminary expenses and heavy advertisement expenditure shall not be treated as fictitious asset/ deferred revenue expenditure because they are not satisfying the definition of asset.
   f) _______ Accounting is used for calculation of wages, salaries, bonus, etc.

   1x6

State whether the following statements are TRUE or FALSE:
   a) Amount due from debtors and bills receivables is jointly called as “Account receivable” or Receivables.
   b) Source document is an evidence of transaction.
   c) Equities = Assets
   d) If there is no unconditional right to defer settlement for at least 12 months from reporting date, then such obligation shall be treated as Non- current liability as per Schedule-III of Companies act 2013.
   e) Loan where minor default has occurred and can be demanded for repayment in such case, shall be treated as current liability.
   f) Under Indian GAAPs change in method of depreciation means change in accounting policy.
   g) When an enterprise controlled by two enterprises, both the controlling enterprises require to consolidate the subsidiary.
   h) Negative minority interest not to be shown in consolidated balance sheet.

   1x8

Multiple choice questions:
   a) Which of the following is not an item of Reserve and Surplus (i.e. P & L Appropriation).
      i) Premium on redemption of preference shares
      ii) Bonus to debenture holders
      iii) Bonus to equity share holders
      iv) Bonus to preference share holders
b) Which of the following is not covered under the classification of “cash and cash equivalents”?
   i) Bank balance
   ii) Debtors
   iii) Cheques, drafts on hand
   iv) Cash on hand

c) Withdrawal by proprietor would reduce:
   i) Owner’s equity & increase liability
   ii) Both assets & owner’s equity
   iii) Assets & increase liabilities

d) Which of the following is not an example of Extraordinary item as per AS-5:
   i) Loss due to earthquake
   ii) Government grants becoming refundable
   iii) Government grants for giving immediate financial support with no further cost.
   iv) Litigation settlement

e) Which of the following is not a capital expenditure?
   i) Cost of building
   ii) Expenditure incurred on formal opening of factory
   iii) Installation costs
   iv) Initial (first time) Insurance Premium

f) The term imprest system is used in relation to
   i) Purchase book
   ii) Sales book
   iii) Cash book
   iv) Petty cash book

Q.2 a) U.P Rajya Setu Nigam Ltd. was awarded a contract of construction of a bridge for Rs. 100 crores on 01-06-2006. Total contract cost estimated was Rs. 85 crores. The position of the contract on 31-03-2009 and 31-03-2010 was under:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As on 31-03-2009 (In crores)</th>
<th>As on 31-03-2010 (In crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Price</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>Contract cost incurred up to date</td>
<td>25</td>
<td>95 (100% complete)</td>
</tr>
<tr>
<td>Estimate contract cost of completion</td>
<td>60</td>
<td>NIL</td>
</tr>
</tbody>
</table>

While closing stock of account on 31-03-2010, the chief accountant treated excess cost of Rs.10 crores incurred as against estimated of Rs. (25+60)= 85 crores as on 31-03-2009 as mistakes in estimation of cost, hence categorized Rs.10 crores (95-85) as prior period expenses. Comment.

b) NDA limited closed its accounting year on 30-06-2010 and the accounts for that period were considered and approved by the board of directors on 20th August, 2010. The company was engaged in laying pipeline for an oil company, deep beneath the earth. While doing the boring work on 1-09-2010 it had met a rocky surface for which it was estimated that there would be extra cost to tune of Rs. 80 Lakhs. You are required to state with reasons, how it would be dealt with in the financial statements for the year ended 30-06-2010.

c) Mention any five features of Schedule-III (or revised Schedule VI of the Companies Act 1956) of the Companies Act 2013.
d) KAY Ltd. is in the process of finalizing its accounts for year ended 31st March, 2014 and furnishes the following information:
   i) Finished goods normally are held for 30 days before sale.
   ii) Sales realization from Debtors usually takes 60 days from date of credit invoice.
   iii) Raw materials are held in stock to cover one month’s production requirements.
   iv) Packing materials, being specifically made for the company and having lead time of 90 days is held in stock for 90 days.
   v) The holding period in respect of unfinished goods is 30 days.

You are required to compute the operating cycle of KAY Ltd. as per revised Schedule III of Companies Act, 2013.

Q.3  
   a) H Ltd. engaged in the business of manufacturing lotus wine. The process of manufacturing this wine takes around 18 months. Due to this reason H Ltd. has prepared its financial statements considering its operating cycle as 18 months and accordingly classified the raw material purchased and held in stock for less than 18 months as current asset. Comment on the accuracy of the decision and the treatment of asset by H Ltd. As per Schedule III.

   b) Find out in which of the following cases, separate disclosure required as per the materiality threshold of Schedule III of Companies act 2013:

   Turnover of ABC Ltd as on 31.03.2013 | 4,00,00,000
   Commission paid                    | 3,20,000
   Repair & maintenance              | 4,50,540
   Rent received                      | 6,36,000

   c) How to disclose Share Application money pending allotment as per schedule III of Companies act 2013.

   d) While preparing the final accounts for the year ended as on 31st March, 2010 a company made a provision for bad debts @5% of its total debtors. In the last week of February, 2010 a debtor for Rs.2 Lakhs had suffered heavy loss due to earthquake, the loss was not covered by any insurance policy. In April 2010 the debtor became a bankrupt. Can the company provide for the full loss arising out of insolvency of the debtor in the final accounts for the year ended as on 31st March, 2010.

Q.4  
   a) A company entered into an agreement to sell its immovable property included in the balance sheet at Rs.5 Lakhs to another company for Rs.20 Lakhs. The agreement to sell was concluded on 31-01-2010 and the sale deed was registered on 30-04-2010. How this will be treated in Balance sheet as on 31-03-2010.

   b) State how you will deal with the following matter in the accounts of U Ltd. for the year ended 31st March, 2010 with reference to accounting standard. “The company finds that the stock sheets of 31-03-2009 did not include two pages containing details of inventory worth Rs.14.5 lakh”.

   c) What is the classification criteria for Current verses Non-Current liability as per Schedule-III of the Companies Act 2013.
d) ABC Ltd. has taken a bank loan on 01-04-2014 for Rs.20.00/- Lacs, Payable equally in 20 instalments, i.e. 1.00 Lakh P.m. However, loan amount for Rs. 15.00/- lacs expected to be settled with in same year, i.e. year ending as on 31-03-2015. What should be the amount of current liability as per classification criteria asked in above question.

5

Q.5 Prepare the balance sheet as per Schedule III from the following details of ABC Ltd for 31st March 2012

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount(`)</th>
<th>Particulars</th>
<th>Amount(`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td>6,80,000/-</td>
<td>Profit &amp; Loss Account</td>
<td>2,60,000/-</td>
</tr>
<tr>
<td>Machinery 1</td>
<td>8,00,000/-</td>
<td>(opening balance of Rs.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>1,00,000)</td>
<td></td>
</tr>
<tr>
<td>Current account balance</td>
<td>35,000/-</td>
<td>Debtors</td>
<td>2,87,000/-</td>
</tr>
<tr>
<td>Cash</td>
<td>18,000/-</td>
<td>Property</td>
<td>7,91,000/-</td>
</tr>
<tr>
<td>Equity shares of R.s. 10 each</td>
<td>10,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15% Debentures 2</td>
<td>4,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loans 3</td>
<td>6,20,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bills Payable</td>
<td>1,75,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td>1,56,000/-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

a) Depreciation charged on machinery is Rs. 80,000/-
b) 15% debentures of Rs.100/- each redeemable at Rs.100/- on 31st March 2012 (Secured by charge on properties).
c) Term Loans- From bank (Secured by first charge on fixed assets) Payable in 45 equal monthly installments.

20

Q.6 Balance Sheet of ABC Ltd and PQR Ltd as on 31st March 2012

<table>
<thead>
<tr>
<th>Particulars</th>
<th>ABC Ltd (` )</th>
<th>PQR Ltd (`)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share capital</td>
<td>50,000/-</td>
<td>1,25,000/-</td>
</tr>
<tr>
<td>10% Preference share capital of Rs. 10 each</td>
<td>25,000/-</td>
<td>--</td>
</tr>
<tr>
<td>Reserve &amp; surplus</td>
<td>2,00,000/-</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Loan from PQR Limited</td>
<td>30,000/-</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,05,000/-</strong></td>
<td><strong>6,25,000/-</strong></td>
</tr>
<tr>
<td>Investment in ABC Ltd</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4000 equity shares</td>
<td>--</td>
<td>1,50,000/-</td>
</tr>
<tr>
<td>1500 Preference shares</td>
<td>--</td>
<td>45,000/-</td>
</tr>
<tr>
<td>Loan to ABC Ltd</td>
<td>--</td>
<td>30,000/-</td>
</tr>
<tr>
<td>Net Assets</td>
<td>3,05,000/-</td>
<td>4,00,000/-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,05,000/-</strong></td>
<td><strong>6,25,000/-</strong></td>
</tr>
</tbody>
</table>

PQR Ltd acquired equity shares in ABC Ltd for Rs. 1,50,000/- on 01 April 2011 and on that day the balance in the reserves and surplus was Rs. 1,50,000/-. Prepare consolidated balance sheet of PQR Ltd.

20
End Semester Examination, Dec. 2015
B.Com. (Hons) & (Industry Integrated)-First Semester
BUSINESS ORGANIZATION 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) List the features of joint stock company.
   b) State any three objectives of chamber of commerce.
   c) State any two characteristics of entrepreneur.
   d) List down the macro environment factors affecting business.
   e) Diagrammatically represent continuum of leadership.
   f) List down the barriers of communication.
   g) List the stages in formulation of strategic plan.
   h) List modern control techniques.
   i) List different types of industry.
   j) Full form of FICCI.

Answer briefly:
   k) Discuss Maslow theory of motivation.
   l) What are the functions and role of stock exchange?
   m) Discuss types of informal channel of communication.
   n) Discuss the objective and role of CII.

   2x10

UNIT-I

Q.2 a) Define business. Explain briefly the business and government interface.
   b) Explain the objectives of business.

   8 7

Q.3 a) What is joint stock company? Distinguish between private company and public company.
   b) What is MNC? Discuss its advantages and disadvantages.

   8 7

UNIT-II

Q.4 What is entrepreneurship? Explain the types of entrepreneurs. Also explain the entrepreneurial process.

   15

Q.5 a) Explain briefly the government and business interface.
   b) What is business combination? Explain the causes of combination.

   7 8

UNIT-III

Q.6 a) “Planning is the essence of management”. Explain.
   b) Discuss the process of decision making in management.

   7 8

Q.7 Explain briefly the types of organizational formats. Along with the merits and limitations of each.

   15

UNIT-IV

Q.8 Write short notes on:
   a) MC Gregor theory of motivation.
   b) Leadership in situational.

   7½x2
Q.9 What is controlling? Explain briefly the process of controlling. Also discuss how to make effective control system.
Q.1 Fill in the blanks:
   a) According to ________ concept, it is assumed that the business will continue for a fairly long period of time.
   b) Salary paid to Mohan should be debited to _______ account.
   c) The statement containing various ledger balances on a particular date is known as ________.
   d) Premium paid on the life insurance policy of the proprietor is debited to _______ account.
   e) In the absence of any provision in the partnership deed, partners can charge interest on loan at the rate of _______% per annum.

Q.2 State whether the following statement are TRUE or FALSE:
   f) Accounting records only those transactions which are of a financial character.
   g) Outstanding salary account is a nominal account.
   h) All intangible assets are fictitious assets.
   i) In case of diminishing balance method, depreciation is charged on the book value of the assets.
   j) The seller cannot seize the goods on failure of the purchaser to pay the price in case of installment purchase system.

Q.3 Answer the following questions:
   k) Differentiate between capital expenditure and revenue expenditure.
   l) Explain bad debts.
   m) Discuss financial lease.
   n) Differentiate between sacrificing ratio and gaining ratio?

UNIT-I

Q.2 What are accounting principles? Explain in detail with examples.

Q.3 a) What do you mean by accounting? Explain the process of accounting.
   b) Discuss the different branches of accounting.

UNIT-II

Q.4 a) ‘Trial balance is merely a proof of arithmetical accuracy’. Discuss this statement in the light of errors which are not disclosed by trial balance.
   b) What is depreciation? Differentiate between straight line method and diminishing balance method of charging depreciation.

Q.5 A firm purchased a truck for `1,00,000/- on 1st Jan, 1999. It charges 20% depreciation per annum according to diminishing balance method. The truck was sold on 1st July, 2001 for `70,000/- . On the same date, the firm purchased a new truck for `1,20,000/- . Books are closed every year on 31st December. Prepare plant account from 1999 to 2001.

UNIT-III
Q.6  
a) Give the journal entries in the books of hire purchaser in case of goods are sold under hire purchase system.  
b) What is leasing? Differentiate between lease and hire purchase.  

Q.7  
From the following trial balance, you are required to prepare, trading and profit and loss account for the year ending 31\textsuperscript{st} March, 2001 and a balance sheet as on that date:

<table>
<thead>
<tr>
<th>Debit balances</th>
<th>Credit balances</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opening stock</td>
<td>25,000/-</td>
</tr>
<tr>
<td>Furniture</td>
<td>16,000/-</td>
</tr>
<tr>
<td>Purchases</td>
<td>5,55,300/-</td>
</tr>
<tr>
<td>Carriage inwards</td>
<td>4,700/-</td>
</tr>
<tr>
<td>Bad debts</td>
<td>1,800/-</td>
</tr>
<tr>
<td>Wages</td>
<td>52,000/-</td>
</tr>
<tr>
<td>Debtors</td>
<td>80,000/-</td>
</tr>
<tr>
<td>Sales returns</td>
<td>15,000/-</td>
</tr>
<tr>
<td>Rent</td>
<td>22,000/-</td>
</tr>
<tr>
<td>Misc. expenses</td>
<td>3,400/-</td>
</tr>
<tr>
<td>Salaries</td>
<td>60,000/-</td>
</tr>
<tr>
<td>Cash</td>
<td>8,900/-</td>
</tr>
<tr>
<td>Drawings</td>
<td>14,000/-</td>
</tr>
<tr>
<td>Buildings</td>
<td>1,60,000/-</td>
</tr>
<tr>
<td>Advertising</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Interest on bank overdraft</td>
<td>4,500/-</td>
</tr>
<tr>
<td><strong>10,32,600/-</strong></td>
<td><strong>10,32,600/-</strong></td>
</tr>
</tbody>
</table>

a) Closing stock is valued at `36,000/-.  
b) Rent is paid @ `2,000/- per month.  
c) Salaries `8,000/- and interest on bank overdraft `2,500/- is outstanding.  
d) Private purchases amounting to `5,000/- have been debited to purchases account.  
e) Make a provision for bad and doubtful debts at 5% on debtors.  
f) A new sign-board costing `4,000/- is included in advertising.  
g) Depreciate furniture and fitting by 10%.  

Q.8  
a) What is partnership deed?  
b) Differentiate between dissolution of a partnership and dissolution of a partnership firm.  
c) What is goodwill? Explain the features of goodwill.  

Q.9  
A and B are partners sharing profits in the ratio of 3:2. They decided to admit C as a new partner and to share future profits and losses equally. C brings in `50,000/- as his capital. Goodwill of the firm is valued at `60,000/-. Record necessary journal entries:  
a) When no goodwill appears in the books.  
b) When goodwill appears at `50,000/-.  
c) When goodwill appears at `1,00,000/-.  

UNIT-IV
End Semester Examination, Dec. 2015
B.Com. (Hons) - Industry Integrated) – First Semester
FINANCIAL ACCOUNTING –I (CH-1.2K/BCH-102K)

Time: 3 hrs
Max Marks: 100
No. of pages: 4

Note: The question paper has FIVE questions in all; Q.1 is compulsory. Attempt any THREE out of remaining FOUR questions.

Q.1 Multiple choice questions:
   a) Which of the following account is decreased by debit entries?
      i) Salaries account
      ii) Bank account
      iii) Capital account
      iv) None of above
   b) The balance on the debit side of the bank column in cash book indicates:
      i) The total amount withdrawn from the bank
      ii) The total amount deposited in the bank
      iii) Cash at bank
      iv) Cash overdraft
   c) The balance of petty cash book is:
      i) A liability
      ii) An expense
      iii) A gain
      iv) An asset
   d) The term imprest system is used in relation to:
      i) Purchase book
      ii) Sales book
      iii) Cash book
      iv) Petty cash book
   e) A sale book records only
      i) Both cash and credit sale of goods
      ii) All type of credit sales
      iii) Only credit sale of goods
      iv) All type of sales
   f) Sale of an old asset on credit at a price greater than the WDV would:
      i) Leave owner’s equity unaffected.
      ii) Increase owner’s equity to the extent of less value.
      iii) Increase owner’s equity to the extent of profit on sale.
      iv) Decrease owner’s equity by the amount of sale.
   g) Liabilities increase by:
      i) Purchase of goods on credit
      ii) Taking loan from bank
      iii) Rent due
      iv) All of the above
   h) Double entry of book-keeping means:
      i) Entry in two sets of books.
      ii) Entry for two aspects of the transaction.
      iii) Entry for two dates.
iv) Entry for two transaction.
   i) A Payment of rupees one hundred to Azad Transporters for bringing a machine to our factory should debited to:
      i) Azad Transporters
      ii) Carriage inwards a/c
      iii) Machine a/c
      iv) Cash a/c

j) The debit balance of a personal account indicates:
   i) Amount receivable
   ii) Amount payable
   iii) Cash in hand
   iv) Cash at bank

1x10

State whether the following statements are True or False:

a) Revenue is said to be earned only when cash is received.
b) Ledger is a book of original entry.
c) In ledger, narration is not required.
d) Profit & Loss account is the most important account in the ledger.
e) Bank account is a real account.
f) Bank column of the cash book always shows debit balance.
g) Credit note is sent to the customer who returned the goods.
h) Accounting is the language of business.
i) Accounting involves only the recording of business transactions.
j) Accounting records only those truncations and events which are of financial nature.
k) Accounting is the process of identifying, measuring and communicating economic information.
l) Accounting records only those facts and events which are capable of being expressed in money.

1x12

Fill in the blanks:

a) Real account can’t have __________ balance.
b) The process of transferring debits & credits from journal to the respective account in ledger is known as ________________.
c) Writing the difference of totals on the shorter side of the account is known as ________________.
d) When cash is withdrawn from the bank, the bank ________________ the customer’s account.
e) __________ Balance in pass book shows bank overdraft.
f) Cheques issued but not cleared will be added to the __________ balance to reconcile it with __________ balance.
g) Reserves created out of capital profits is called __________ reserve.
h) All provisions are debited to ________________.
i) Book-keeping is a systematic record of all ____________ transactions.
j) Accounting record can be produced as ________________ in court of law.
k) ________________ is regarded as father of modern accounting.
l) ________________ = Cost of goods sold + Selling & administrative expenses.
m) The ____________ principle requires that the same accounting methods should be used from year to year.
n) Accounting equation is statement of ____________ between debits and credits.
o) Purchase of pen for proprietor’s son will increase assets and decrease liabilities.
p) Repair expenses paid will not effect capital & decrease liabilities.
q) Ledger is a book of account entry.
r) Accrued liability is just opposite of Accrued income.

Q.2
a) Compare performance of two businesses, ABC Ltd. and XYZ Ltd.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>ABC Ltd. (Rs.)</th>
<th>XYZ Ltd. (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
<td>5,00,000</td>
<td>5,00,000</td>
</tr>
<tr>
<td>Purchases</td>
<td>1,00,000</td>
<td>80,00,000</td>
</tr>
<tr>
<td>Sales</td>
<td>3,00,000</td>
<td>1,20,000</td>
</tr>
<tr>
<td>Profits</td>
<td>1,20,000</td>
<td>24,00,000</td>
</tr>
</tbody>
</table>

Note: - Performance can be compared with the help of profit ratio.

b) Explain Trade discount and cash discount with their accounting treatment.

c) What are the four basic test parameters of an asset?

d) Explain following terms:
   i) Going concern
   ii) “E & OE”
   iii) “2/10, n/30”
   iv) Recognition

e) Explain any four Qualitative characteristics of financial statements.

Q.3
a) From the following source document, prepare an accounting voucher in the books of M/S Shardha Traders, Mumbai:

<table>
<thead>
<tr>
<th>B.B.N Traders, Chennai</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sale Bill No.- 1921</td>
</tr>
<tr>
<td>TO</td>
</tr>
<tr>
<td>M/S Shardha Traders, Mumbai</td>
</tr>
<tr>
<td>Quantity</td>
</tr>
<tr>
<td>-----------</td>
</tr>
<tr>
<td>30 Nos.</td>
</tr>
<tr>
<td>15 Nos.</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>S/d</td>
</tr>
</tbody>
</table>

b) Prepare Debit note with the help of given information:

Invoice No. 420
Name of the seller: Big Bhai & Vibrator Pvt. Ltd.
Name of the buyer: M/S Chhaya Maya
Date of Invoice: 1/07/14
**Description of goods:** 30 trousers (@ Rs.700/- each) and 20 shirts (Rs.600/- each)

*On 15/07/14, 20 trousers and 10 shirts were returned back to the seller by the buyer.*

5

c) Write five points on differences between single entry and double entry system.

5
d) Following are the accounting transactions relating to Mr. P's business.
Use the accounting equation to show their effect on his assets, liabilities and capital.
i) Commenced business with a Capital of Rs.50,000/-
ii) Bought Machinery for cash Rs.10,000/-
iii) Purchased goods for cash Rs.15,000/-
iv) Purchased goods from A on credit Rs.5,000/-
v) Sold goods for cash Rs.10,000/-

5

Q.4  a) On checking Ram’s Cash book with bank statement of his overdraft current account for the month of NOV 2001, following transactions were revealed:
i) Cash book showed an overdraft of Rs. 4,500/.
ii) The payment side of the cash book had been undercast by Rs. 150/-
iii) A cheque for Rs. 750/- drawn on his saving deposit account has been shown as drawn on current account.
iv) Cheques amounting to Rs. 7,000/- drawn and entered in the cash book had not been presented.
v) Cheques amounting to Rs. 6,000/- sent to the bank for collection, through entered in the cash book, had not been credited by the bank.
vi) Bank charges of Rs. 75/- as per bank statement of account had not been taken in the cash book.
vii) Dividends of the amount of Rs. 2,500/- had been paid direct to the bank and not entered in the cash book.
You are requested to arrive at the balance as it would appear in the bank statement as on 30 Nov 2001.

10

b) Following are the extracts from the Trial Balance of a firm as on March 31, 2012:

<table>
<thead>
<tr>
<th>Name of the Account</th>
<th>Debit Balance (Rs.)</th>
<th>Credit Balance (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sundry Debtors</td>
<td>2,05,000</td>
<td></td>
</tr>
<tr>
<td>Provision for Doubtful debts</td>
<td></td>
<td>10,000</td>
</tr>
<tr>
<td>Bad debts</td>
<td></td>
<td>3,000</td>
</tr>
</tbody>
</table>

*Additional information:*
(i) Additional bad debt `5, 000/-
(ii) Maintain the provision of doubtful debts @ 10% on debtors.

Required:
Pass the journal entries and show the relevant accounts.

10

Q.5  Pass rectification entries for the following (If required):
a) Goods costing `20,000/- were purchased for various members of the staff and the cost was included in “Purchases”. A similar amount was deducted from the salaries of the staff members concerned and the net payments to them debited to salaries account.
b) Wages paid to the firm’s workmen for making certain additions to machinery amounting to `20,000/- were debited to wages account.
c) Purchase of equipment from ABC Ltd worth `50,000, in cash, was entered through the purchase day book and accordingly credited to supplier account.
d) Material from store `10,000/- and wages `4,000/- had been used in making Tools & Implements for use in own factory, but no adjustments were made in the books.
e) A builder’s bill for `15,000/- for erection of a shed was debited to repairs account.
f) Repairs to equipment amounting to `3,000/- have been charged to repairs account.
g) Goods sold to Mr. X for `1131/- have been wrongly entered in the sales book as `1311/-.
h) Purchase of bike was debited to conveyance account `40,000/-. Firm charges depreciation @ 10% on vehicles
i) A cheque of `5,000/- received from Mr. A was credited to the account of Mr. X.
j) Goods bought by the proprietor worth `10,000/-, for his personal use without any payment being made, were wrongly entered in purchase daybook.
Q.1 Fill in the blanks:
   a) If price falls from `50/- to `48/- and consequently demand increases from 100 units to 110 units, then \( E_p = \) \[\_\_\_\_\_] .
   b) \( MRS_{xy} \) = \[\_\_\_\_\_\_\_] .
   c) When a firm is in the implementation stage of a decision, it is said be in the \[\_\_\_\_\_\_] .
   d) \[\_\_\_\_\_\_] costs include opportunity costs of resources owned and used by the firm’s owners.
   e) Some determinants of the shape of the long-run average cost curve are \[\_\_\_\_\_\_\_\_\_] .

State whether the following statements are True or False:
   f) “Demand” in economics is not always at a price.
   g) Price effect = substitution effect + income effect.
   h) The opportunity cost doctrine says that the production of one good may reduce the cost of another good.
   i) The perfectly competitive firm is a price-taker and faces a perfectly elastic demand curve.
   j) Rules for Walrasian equilibrium:
      Excess demand => prices would rise.
      Excess supply => prices would fall.

Answer the following in short:
   k) Calculate the elasticity of supply when the price of a commodity rises from `10/- to `15/- and the supply increases from 50 units to 100 units.
   l) What are ridge lines and what do they indicate?
   m) How does a producer choose an optimal input combination to maximize output subject to a given cost?
   n) Differentiate between accounting profit and economic profit.

Q.2 What do you know about ‘demand’ in economics? Why demand analysis is essential for successful production planning and capital expansion?

Q.3 Write short notes on the following:
   a) Concept of elasticity of supply.
   b) Relationship between AR and price elasticity of demand and MR.
   c) Equilibrium price in a free market.
UNIT-II

Q.4 What is consumer equilibrium? Explain consumer’s equilibrium with the help of indifference curve analysis.

Q.5 Explain the following terms:
a) Strong ordering and weak ordering.
b) Consistency of choice assumption.
c) The assumption of transitivity.

UNIT-III

Q.6 What are iso-cost lines? What is the difference between iso-costs and iso-quants? Also explain expansion path in brief.

Q.7 Explain the behaviour of cost curves in the short run. Show the relationship between marginal cost, average variable cost and average total cost.

UNIT-IV

Q.8 What is perfect competition? Distinguish between short run and long run equilibrium of a firm operating under conditions of perfect competitions.

Q.9 Explain how the benefit of a subsidy is split between buyers and sellers in a competitive market.
Q.1  
a) Fill in the blanks:
   i) Void agreement means __________.
   ii) The term consensus ad-idem means __________.
   iii) Agreements in restraint of trade is ____________.
   iv) The doctrine of “caveat emptor” means __________.
   v) The term “goods” in the sale of goods means __________.
   vi) Waging agreement is illegal in the state of ________ and ________.
   vii) Income of LLP is taxed at flat rate of ________ plus education less.
   viii) Information Technology Act, 2000 extends to the ____________.
   ix) “Certifying authority” means a person who has been granted a licence to issue an ________ under section-24.
   x) “Key pair”, in an asymmetric crypto system, means a private key and it mathematically related ___________.

b) Very short answer type:
   i) Give any two conditions for challenging a contract on the basis of under influence.
   ii) ‘A threat to commit suicide’ amounts to coercion’, justify the statement with a suitable example.
   iii) A, minor lends Rs. 10,000/- against a promissory note executed in his favour. Is the borrower liable to repay the money?
   iv) What is voidable contract?
   v) What do you mean by ‘existing goods as per Sales of Goods Act, 1930?'
   vi) What are various modes of delivery of goods?
   vii) Give any two duties of subscribers under the IT Act, 2000.
   viii) Give any two examples of offences under the IT Act, 2000.
   ix) When a person becomes disqualified for being appointed as a designated partner of an LLP?
   x) In what circumstances any LLP may be wound up voluntarily?

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.  

UNIT-II

Q.3  a) What remedies are available to an aggrieved party on the breach of contract? Explain.  
   10

   b) “Mere silence as to facts is not fraud”. Comment.  
   5
Q.4 Define and distinguish between a condition and a warranty. Discuss the implied conditions and warranties in a contract of sale of goods.  

Q.5 Define an unpaid seller. What are his rights under the Sale of Goods Act?  

UNIT-III  

Q.6 a) Discuss the features of separate legal entity and perpetual existence in relation to an LLP.  
b) Explain the legal effect of incorporation of an LLP.  

Q.7 a) ‘Every LLP is required to get its accounts audited’. Critically examine the statement.  
b) Explain the rules regarding change of name of LLP.  

UNIT-IV  

Q.8 a) What is meant by e-Governance with reference to IT Act?  
b) How is a Controller of Certifying Authority? What are his functions under Information Technology Act?  

Q.9 a) Explain “digital signature”, under IT Act.  
b) Discuss the objectives of Information Technology Act.  
c) What is a cyber Appellate Tribunal?  

5x3
Q.1 Fill in the blanks:
   a) The word communication is derived from the Latin word _________.
   b) __________ communication refers to the official communication which takes place following the chain of command in organisation.
   c) The network of informal communication is known as _________.
   d) A ________ is a statement containing some information of some event.
   e) __________ means the business to be transacted at meeting.
   f) The other word for body language is _________.
   g) ________ cannot be maintained in written communication.
   h) ________ is the fastest kind of reading.
   i) Standing and sitting style is called __________.
   j) The channel of communication from superior to subordinate is _______ communication.

Write short notes for the following:
   k) Bad news message
   l) Email communication
   m) Memorandum
   n) Note making

Define the following in one or two sentences:
   o) Communication
   p) Minutes
   q) Horizontal communication
   r) Effective listening
   s) Intonation

UNIT-I

Q.2 What are the different barriers in communication? How can they be overcome? Explain with examples.

Q.3 a) “Communication is a two way process”. Explain in this context the elements of communication process.
   b) What factors would you keep in mind for an effective business communication?

UNIT-II

Q.4 a) Discuss the different types of layout of business letters.
   b) Write a letter to the supplier of goods complaining about the receipt of a consignment in damaged condition.

Q.5 Draft agenda for the meeting of Board of Directors of a company. And also prepare minutes for the same meeting.
UNIT-III

Q.6  a) What is a business report? Discuss various types of reports used in business firms.  7½
     b) Briefly explain the structure of a business report.  7½

Q.7  Abstract, summaries and proposals are all forms of written business communication. Explain in all three in detail.  15

UNIT-IV

Q.8  Explain the role of body and gestures in communication.  15

Q.9  a) Explain the various types of listening.  7
     b) What is meant by an effective speaking? State the essentials of effective speaking.  8
End Semester Examination, Dec. 2015  
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. All questions carry equal marks.

Q.1  
a) **State whether true or false:**  
   i) Time series is used for future predictions.  
   ii) The two regression coefficients are 1.23 and −0.8.  
   iii) Geometric mean is the best average.  
   iv) Fisher’s index number satisfies both time reversal and factor reversal test.  

b) **Fill in the blanks:**  
   v) The Harmonic mean of 2, 5 and 9 is ________.
   vi) Arithmetic mean is always ________ then harmonic mean.
   vii) If \( P_{20} = 32 \), then \( D_3 = \) ________.

c) **Short/One word answer questions:**  
   viii) What do you mean by equally likely events?  
   ix) Write down the formula of median for continuous series.  
   x) What do you mean by irregular variations?  

2x10

d) **Answer the following:**  
   i) What do you mean by correlation? Write the different types of correlation.
   ii) Calculate standard deviation for the following data:

<table>
<thead>
<tr>
<th>Marks</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>
</tr>
</thead>
<tbody>
<tr>
<td>No of Students</td>
<td>2</td>
<td>5</td>
<td>8</td>
<td>11</td>
<td>6</td>
<td>3</td>
</tr>
</tbody>
</table>

   iii) Calculate mean deviation from mean for the 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>
<th>40–50</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>6</td>
<td>9</td>
<td>15</td>
<td>8</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

   iv) Find the probability of getting 53 Sundays in a: i) Leap year ii) Non-leap year  

5x4

**UNIT-I**

Q.2  
Calculate median, mode, \( D_3 \), \( Q_3 \) and \( P_{82} \) for the data given below:

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency:</td>
<td>12</td>
<td>30</td>
<td>34</td>
<td>65</td>
<td>45</td>
<td>25</td>
<td>18</td>
</tr>
</tbody>
</table>

15

Q.3  
a) The score of two batsmen \( A \) and \( B \) in ten innings is given below:

<table>
<thead>
<tr>
<th>( A )</th>
<th>85</th>
<th>20</th>
<th>62</th>
<th>28</th>
<th>74</th>
<th>5</th>
<th>69</th>
<th>4</th>
<th>13</th>
<th>49</th>
</tr>
</thead>
<tbody>
<tr>
<td>( B )</td>
<td>72</td>
<td>4</td>
<td>15</td>
<td>30</td>
<td>59</td>
<td>15</td>
<td>49</td>
<td>27</td>
<td>7</td>
<td>42</td>
</tr>
</tbody>
</table>

Which of the batsmen in more consistent?  

b) Define skewness. Explain different types of skewness by giving examples.  

**UNIT-II**

Q.4  
a) During a national book exhibition conducted by united efforts of all book publisher’s in India, the authorities came to know that 35% of the total visitors
bought books. Also, it was noted that 40% of those who bought books were students, and of the people who visited but did not buy any book, 20% were students. Suppose a person visits and he happens to be a student,

i) What is the probability that he will buy books?

ii) What is the probability that a non student visitor will buy books?

b) Suppose that a manufacturing product has 4 defects per unit of product inspected. Using Poisson’s distribution, calculate the probability of finding a product without any defect, 2 defects and 4 defects. (Given \( e^{-4} = 0.01832 \)).

Q.5
a) A person is known to hit the target in 3 out 4 shots whereas another person is known to hit the target in 2 out of 3 shots. Find the probability of the target being hit at all when they both try.

b) A and B decide to meet at Durga temple between 5 to 7 PM with the condition that no one would wait for the other for more than 30 minutes. What is the probability that they meet?

UNIT-III

Q.6
a) Define correlation. Why correlation is said to be non-sense? Explain.

b) In the following table are recorded data showing the test scores made by salesmen on an intelligence test and their weekly sales:

<table>
<thead>
<tr>
<th>Test score</th>
<th>40</th>
<th>70</th>
<th>50</th>
<th>60</th>
<th>80</th>
<th>50</th>
<th>90</th>
<th>40</th>
<th>60</th>
<th>60</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>25</td>
<td>60</td>
<td>40</td>
<td>50</td>
<td>40</td>
<td>25</td>
<td>55</td>
<td>30</td>
<td>45</td>
<td>30</td>
</tr>
</tbody>
</table>

Calculate regression equation of test score on sales and sales on test score.

Q.7
a) Define regression. What are the properties of regression coefficients?

b) Ten competitors in a beauty contest are ranked by three judges in the following order:

<table>
<thead>
<tr>
<th>Judge 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>Judge 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>Judge 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>

Use rank correlation coefficient to determine which pair of judges gave the nearest approach.

UNIT-IV

Q.8
a) What do you mean by index number? What are the uses of index numbers?

b) 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>
<tbody>
<tr>
<td>Sales:</td>
<td>125</td>
<td>128</td>
<td>133</td>
<td>135</td>
<td>140</td>
<td>141</td>
<td>143</td>
<td>148</td>
</tr>
</tbody>
</table>

Also estimate trend for year 2011.

Q.9
a) Discuss the application of time series in making business decisions.

b) Calculate Laspeyer’s, Paasche’s, Fisher’s index numbers for the following data:

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2006</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>( p_0 )</td>
<td>( q_0 )</td>
</tr>
<tr>
<td>A</td>
<td>15</td>
<td>4</td>
</tr>
<tr>
<td>B</td>
<td>19</td>
<td>8</td>
</tr>
<tr>
<td>C</td>
<td>22</td>
<td>6</td>
</tr>
<tr>
<td>D</td>
<td>18</td>
<td>9</td>
</tr>
<tr>
<td>E</td>
<td>23</td>
<td>3</td>
</tr>
</tbody>
</table>
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated) – Second Semester
FUNDAMENTALS OF COMPUTER AND INFORMATION SYSTEMS
(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  
(a) What is search engine? 
(b) Give the difference between a computer, a computer program and an information system. 
(c) Define freeware. 
(d) Explain cell addressing. 
(e) Differentiate between page margin and page orientation. 
(f) What will be an octal 127 in binary form? 
(g) What is ratio analysis? 
(h) List various mathematical functions in spreadsheet. 
(i) Give full forms of LAN, MAN and WAN. 
(j) What do you understand by data processing? 1x10

UNIT-I

Q.2  
(a) Convert \((9999)_{10}\) into octal form. 
(b) Divide \(101101\) by \(110\). 
(c) Convert \((110011010)_{2}\) into hexadecimal. 
(d) Subtract \(10011111\) from \(10101011\). 
(e) Convert \((125.50)_{10}\) into binary equivalent. 5x2

Q.3  What is software? What is need of software? Explain different types of softwares in detail. 10

UNIT-II

Q.4  Explain the need of an efficient information system. Discuss types of information systems. 10

Q.5  List different types of network devices and explain each with the help of their advantages and disadvantages. 10

UNIT-III

Q.6  What does the merge feature of a word processing program do? Give steps to perform merge. 10

Q.7  List and explain four word processing features that would be helpful to develop business purpose documents. 10

UNIT-IV

Q.8  “Excel has capability of making many different styles of graph”, support this statement and justify with the help of examples. 10
Q.9 How do business use excel? Explain your answer in detail.
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated) – Second Semester
MICRO ECONOMICS-II (CH-2.3)

Time: 3 hrs
Max Marks: 75

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) Define monopoly power.
   b) Write equation by which the demand curve expressed in monopoly.
   c) Write the degrees of price discrimination.
   d) Explain interdependence of firms in oligopoly.
   e) Define contestable market theory.
   f) Show the diagram of effect of increase in factor prices.
   g) MPP$^n$ = ________ - ________.
   h) Actual earning = ________ + ________.
   i) What is uncertainty?
   j) Explain gambling.

Answer the following in brief:
   k) Differentiate between monopoly and pure competition.
   l) Derive the rule of thumb for pricing under monopoly.
   m) Differentiate between nominal rate of interest and the real rate of interest.
   n) Which of the following can earn economic rent and how?
      i) A popular film star.
      ii) A bank officer.
      iii) An unskilled construction worker in India.

UNIT-I

Q.2 Explain the equilibrium of a monopoly firm in the short run. Can the monopoly firm earn normal profits or incur losses in short run? Give reasons.

Q.3 a) Why has the OPEC oil cartel succeeded in raising price substantially while the CIPEC copper cartel has not?
   b) Explain Cournot’s equilibrium with the help of action-reaction curves.

UNIT-II

Q.4 What is peak-load pricing? How can a public utility company producing electricity be better off by following a policy of peak load pricing than on of uniform pricing.

Q.5 What is monopolistic competition? Explain how excess capacity arises in monopolistic competition.

UNIT-III

Q.6 Explain the concepts of marginal physical product, value of the marginal product and marginal revenue product.

Q.7 Differentiate between monopolistic and monopsonistic exploitation of labor. How can government intervention eliminate the monopsonistic exploitation?

UNIT-IV

Q.8 What are public goods? What problems does it give rise to? How will the efficient output of a public goods be derived?
Q.9 Suppose the interest rate is 10%. What is the value of a coupon bond that pays Rs.80/- per year for each of the next five years and then makes a principal repayment of Rs.1000/- in sixth year? Repeat for an interest rate of 15 percent.
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated) – Second Semester
CORPORATE LAWS (CH-2.4)

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. All questions carry equal marks.

Q.1 a) State whether TRUE or FALSE:
   i) Government company is a company in which at least 51% of the paid up capital is held by the government.
   ii) Public companies cannot offer securities to a selected group of persons through issue of a private placement offer letter.
   iii) Bonus shares may be partly paid up or fully paid up.
   iv) A manager must be a director of a company.
   v) E-filing of documents of a company’s done only through the portal MCA-21.
   vi) In case of voting by show of hands each member has only one vote.
   vii) Rematerialisation of securities is converting the securities from electronic form into the physical form.

b) Fill in the blanks:
   i) Postal Ballot includes voting by post or through any ________.
   ii) First directors of a company are appointed by the ________ of the company.
   iii) BoD of a company must pass ________ resolution for the forfeiture of shares.
   iv) A person who subscribes to the MoA of a company immediately becomes the ________.
   v) NCLT stands for ________.

1×7

1×5

c) Distinguish between the following:
   i) Member and shareholder.
   ii) Public and private limited company.
   iii) Share warrant and share certificate

4×3

d) Write short notes on any four:
   i) Abridged prospectus
   ii) Alteration of name clause.
   iii) Small shareholder’s director.
   iv) Interim dividend.
   v) Termination of membership.

4×4

UNIT-I

Q.2 What do you mean by a company? Discuss in detail various kinds of companies. 15

Q.3 Write short notes on:
   a) Illegal association.
   b) Legal position of a promoter.
   c) Provisional contracts. 15

UNIT-II

Q.4 Define prospectus. What are the consequences of mis-statement in a prospectus? 15

Q.5 a) Write a short note on “Irregular allotment of shares” 5
   b) Discuss the requisites of a valid general meeting as per Companies Act, 2013. 10
UNIT-III

Q.6 Distinguish between managing director and whole time director. Explain in brief, the provisions regarding payment of remuneration to the managerial personal.

Q.7 State the circumstances under which a company may be compulsorily wound up by the court.

UNIT-IV

Q.8 What is a depository? Describe the working of a depository.

Q.9 Write short notes on:
   a) Corporate identity number.
   b) Insider trading.
   c) One person company.
End Semester Examination, Dec. 2015  
B.Com. (Hons) and (Industry Integrated) – Second Semester  
BUSINESS COMMUNICATION-II (CH-2.5)

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 with appropriate words:  
a) I ______ understand what he's saying.  
b) The dancer moved around very ______.  
c) I ______ my old couch and so need to buy a new one.  
d) You really need a car in this city to ______.  
e) Don't worry. You'll ______ this.  
f) Friends can help you to ______ a difficult time in your life.  
g) The singer at the club sang ______.  
h) My friend Tom always speaks ______.  
i) The police officer made sure that the girl reached home ______.  
j) You speak English ______.  
k) David won the first race ______.  
l) I'm really tired as I ______ very early.  
m) I don't know ______ how much money he earns  
n) The museum is ______ on the first floor.  
o) I ______ understand why she is ______.  
p) ______ you speak Japanese?  
q) I ______ don't know John's sister.  
r) You must not ______ a lie.  
s) My mother always speaks ______.  
t) Its late you ______ be going.

Make sentences with the following words:  
 a) Blend                  b) Contradict     c) Adversity  
d) Confuse                e) Ignore

Write short notes on the following:  
a) Bibliography           b) Research tools      c) Negotiations in business  

UNIT-I

Q.2 Barriers in communication make it ineffective and incomplete. Mention the barriers and ways to overcome them.  

Q.3 Outline the essential of business communication and the types of communications being followed in organizations.

UNIT-II

Q.4 Write short notes on the following:  
a) Circulars  
b) Minutes of the meeting  
c) Agenda of a meeting
Q.5 The need of the hour in today’s world is E-correspondence. Outline the advantages and disadvantages of this from the point of view of business organization.  

UNIT-III

Q.6 Write the framework of a business report, outlining each element in detail.  

Q.7 Write a report about an incident of ragging in your college specifying the cause, result, venue and the students involved in the incident.  

UNIT-IV

Q.8 A good report can be an effective tool for future reference. Write a good business report about the launch of a new product, highlighting the features and response of the customers.  

Q.9 Write a report about a fire in the godown of your factory cause a lot of damage and loss to the company.
Q.1  
   a) Explain the meaning of Tangible Fixed Assets and Intangible Fixed Assets with examples?  
   b) Harish Limited purchased a machinery 5 years back at a cost of Rs.10,00,000/- having salvage value of Rs.2,00,000/- and an expected useful life of 8 years. At the starting of the 6th year, it incurred Rs.60,000/- on routine service and replaced a damaged part by incurring Rs.10,000/-. The company has also incurred Rs.1,00,000/- on the major overhaul of the machinery which will increase the useful life of the machinery by another 2 years.
   
   Required:
   i) Which of these costs will be capitalized or charged as an expense in the period incurred?
   ii) How much depreciation expense will be reported every year from year 6 to year 10, if the company follows the straight line method of depreciation?

Q.2  
   a) What do you mean by Written down Value method and Sum of the Year Digit Method of depreciation?
   b) ABC Ltd purchased a machinery on 1st April 2010 for Rs. 160000/- and spent Rs. 40000/- for installation. The depreciation is to be charged at 20% per annum according to WDV method. The financial years of the company starts on 1st April and ends with 31st March.
   
   i) Calculate depreciation for the first three years.
   ii) Pass the journal entries for the first three years.

Q.3  
   The following Trial Balance was extracted from the books of accounts of Mr. Shashikumar, a trader, as on 31st December 2013:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Debit Amount (in Rs.)</th>
<th>Credit Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital and Drawings</td>
<td>57,300/-</td>
<td>84,000/-</td>
</tr>
<tr>
<td>Trade Debtors and Creditors</td>
<td>66,000/-</td>
<td>48,200/-</td>
</tr>
<tr>
<td>Balance at Bank</td>
<td>5,270/-</td>
<td></td>
</tr>
<tr>
<td>Purchases and Sales</td>
<td>537,000/-</td>
<td>781,000/-</td>
</tr>
<tr>
<td>Stock in trade at the beginning of the year</td>
<td>56,000/-</td>
<td></td>
</tr>
<tr>
<td>Provision for bad debts at the beginning of the year</td>
<td></td>
<td>2,500/-</td>
</tr>
<tr>
<td>Wages and Salaries</td>
<td>92,750/-</td>
<td></td>
</tr>
<tr>
<td>General expenses</td>
<td>23,540/-</td>
<td></td>
</tr>
</tbody>
</table>
The following matters are to be taken into account.

a) Stock in trade as at 31st December, 2013 Rs. 42,000/-
b) Wages and Salaries accrued at 31st December, 2013 Rs. 2,700/-
c) Rates paid in advance at 31st December, 2013 Rs. 340/-
d) The provision for bad debts is to be reduced to Rs. 2,150/-
e) Provide for depreciation of motor vehicles, Rs. 14,000 /-

Prepare final account.

Q.4 Given below is the Trading & Profit and Loss Account of PQR Associates for the year ending 31st March 2014.

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Rs.</th>
<th>Particulars</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>To Opening Stock</td>
<td>35,000</td>
<td>By Sales</td>
<td>4,00,000</td>
</tr>
<tr>
<td>To Purchases</td>
<td>2,25,000</td>
<td>By Closing stock</td>
<td>50,000</td>
</tr>
<tr>
<td>To Wages</td>
<td>10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To Gross profit</td>
<td>1,80,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>4,50,000</strong></td>
<td></td>
<td><strong>4,50,000</strong></td>
</tr>
<tr>
<td>To Administration expenses</td>
<td>10,000</td>
<td>By Gross profit</td>
<td>1,80,000</td>
</tr>
<tr>
<td>To Interest</td>
<td>5,000</td>
<td>By Dividend</td>
<td>2,000</td>
</tr>
<tr>
<td>To Loss on sale of machinery</td>
<td>2,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To Selling expenses</td>
<td>10,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>To Net Profit</td>
<td>1,55,000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Calculate Gross profit ratio, Net profit ratio, Operating profit ratio and Operating ratio of the firm.

Q.5 Explain in detail Liquidity and Profitability Ratios with the help of examples.

Q.6 a) Differentiate between Preference and Equity share.

b) Jyoti Ltd. issued 20,000 shares of Rs.100/- each payable as follows;
   - Rs.3/- on application.
   - Rs.2/- on allotment.
   - Rs.4/- on first and final call.
   The company received application for 28,000 shares. Pro-rata allotment was made 25,000 applications.

Pass necessary journal entries assuming that an applicant who was allotted 400 shares did not pay allotment and first and final call money.
Q.1 a) Answer the following:
   i) Construct a $3 \times 3$ matrix whose elements are given by $a_{ij} = i - j$.
   ii) If $\begin{bmatrix} a + b & 2 \\ 5 & ab \end{bmatrix} = \begin{bmatrix} 6 & 2 \\ 5 & 8 \end{bmatrix}$; find values of $a$ and $b$.
   iii) Differentiate $e^{\log x}$ w.r.t. $x$.
   iv) Integrate $x^2$ w.r.t. $x$.
   v) Write two assumptions of L.P.P.
   vi) What do you mean by lower-triangular matrix?
   vii) Find derivative of $(2x + 3)^{1/2}$.
   viii) Define homogeneity of a function.
   ix) Solve: $\lim_{x \to 1} \frac{x^2 - 1}{x - 1}$
   x) What do you mean by singular matrix?

b) i) If $xy + \frac{x}{y} = x^2 - y$, find $\frac{dy}{dx}$.
   ii) Evaluate: $\int \frac{x^2 - 1}{\sqrt{x}} dx$
   iii) Draw graph for $\log_2 (x+3)$.
   iv) Find the values of $x$ and $y$ from the following equation:
      $2 \begin{bmatrix} x & 5 \\ 7 & y - 3 \end{bmatrix} + \begin{bmatrix} 3 & -4 \\ 1 & 2 \end{bmatrix} = \begin{bmatrix} 7 & 6 \\ 15 & 14 \end{bmatrix}$

Q.2 a) Solve the following system of linear equations by using matrix method:
   \begin{align*}
   x + y + z &= 6 \\
   y + 3z &= 11 \\
   x - 2y + z &= 0
   \end{align*}

b) If $A = \begin{bmatrix} 2 & 3 \\ 1 & 2 \end{bmatrix}$; find $x$ and $y$ such that $A^2 = xA + yI$

Q.3 a) Find inverse of the matrix $\begin{bmatrix} 1 & 2 & -2 \\ -1 & 3 & 0 \\ 0 & -2 & 1 \end{bmatrix}$ and verify that $A \cdot A^{-1} = A^{-1} \cdot A = I$.

b) Solve the following system of linear equations using determinants:
   \begin{align*}
   2x + 3y + 3z &= 5 \\
   x - 2y + z &= -4 \\
   3x - y - 2z &= 3
   \end{align*}
Q.4  
(a) If \( y = \sqrt{x} + \frac{1}{\sqrt{x}} \), show that \( 2x \frac{dy}{dx} + y = 2\sqrt{x} \)

(b) Solve: \( \lim_{x \to 2} \frac{\sqrt{1 + 4x} - \sqrt{5 + 2x}}{x - 2} \)

Q.5  
(a) Draw the graph of \( y = x^2 - 4x - 5 \)

(b) If \( y = \sqrt{x + \sqrt{x + \sqrt{x + \ldots \ldots \infty}}} \); prove that \( (2y - 1) \frac{dy}{dx} = 1 \)

(c) Determine the constant \( k \), so that the following function may be continuous if:
\[
f(x) = \begin{cases} 
  kx^2, & x \leq 2 \\
  x - 3, & x > 2 
\end{cases}
\]

Q.6  
(a) State and prove Euler’s theorem.

(b) Evaluate: \( \int \frac{x}{(x^2 + 1) \log(x^2 + 1)} \, dx \)

Q.7  
(a) Evaluate: \( \int \frac{3x + 1}{(x - 2)^2 (x + 2)} \, dx \)

(b) Verify Euler’s theorem for the function:
\[
f(x, y) = x^{2/3} + y^{2/3} - 3x^{1/3} \cdot y^{1/3}
\]

Q.8  
(a) What sum of money will amount to Rs. 2508.80 at 12% p.a. compounded annually in two years?

(b) Solve the following linear programming problem graphically:

Min. \( z = 4x_1 - 2x_2 \)

Subject to:
\[
\begin{align*}
  x_1 + x_2 & \leq 14 \\
  3x_1 + 2x_2 & \geq 36 \\
  2x_1 + x_2 & \leq 24
\end{align*}
\]
and \( x_1, x_1, x_2 \geq 0 \)

Q.9  
(a) Find the present value of annuity of Rs.200 for 12 years, the rate of compound interest is 3% p.a.

(b) Use simplex method to solve the following LPP:

Max. \( z = 3x_1 + 5x_2 + 4x_3 \)

Subject to:
\[
\begin{align*}
  2x_1 + 3x_2 & \leq 8 \\
  2x_2 + 5x_3 & \leq 10 \\
  3x_1 + 2x_2 + 4x_3 & \leq 15
\end{align*}
\]
and \( x_1, x_2, x_3 \geq 0 \)
Q.1 Fill in the blanks:
   a) Income Tax Act. 1961 extends to ______________.
   b) Monthly pension received by a government employee is ______________ under salary head.
   c) Municipal tax is a deduction from __________
   d) Expenditure incurred for obtaining licence to operate telecommunication services shall be allowed in ____________ over the period for which the licences remains in force.
   e) Gifts received by an individual from his relative shall be exempted upto Rs. ______________.

State whether the following statements are TRUE or FALSE:
   f) Salary received by a member of parliament is exempted.
   g) Cost of acquisition is always indexed if there is any long term capital gain.
   h) Deduction under section 80 D on account of preventive health check up is allowed for an assesses only.
   i) The filing of return of loss incase of a person other than a company or firm is not mandatory.
   j) Deduction under section 80 C in respect of tuition fee is allowed to the maximum extent of Rs. 1, 00, 000/- for two children.

Write short notes on (any four):
   k) Amortization of preliminary expenses.
   l) Deductions that are allowed from the annual value in computing the income from house property.
   m) Deduction U/S 80 D in respect of medical insurance premia.
   n) Deduction of tax at source from winnings of lotteries or crossword puzzles.
   o) Exemption avail U/S 10(20) on the income of a local authority.
   p) R General Manager of a Private Ltd. company retired on 31-03-2015 after 30 years of service. Compute his total income for the assessment year 2015-16 on the basis of the following information:
      i) Salary Rs. 15000/- p.m. from 01-04-2015.
      ii) House rent allowance Rs. 4800/- (He lives in his own house)
      iii) A car of 1400 cc is provided by the company for official and personal use and all expenses on running and maintenance of it including driver’s salary, are borne by the company.
      iv) R contributes 12% of his salary to recognized provident fund. The company also contributes equally.
      v) Reimbursement of personal club bills of Rs. 1800/-. 
      vi) R has invested Rs. 30,000/- in National Savings Certificate (VIII issue) and Rs 18,000/- in Public Provident Fund account.
      vii) R received Rs. 1,50,000/- as gratuity.
viii) R received Rs. 90,000/- for encashment of 10 months accumulated leave.

UNIT-I

Q.2 “The incidence of income-tax depends upon the residential status of an assessee” Discuss in detail. 15

Q.3 a) “Income tax is assessed on the income of the previous year in the next assessment year”. State the exceptions to the rule. 7

b) Discuss the special provisions in respect of newly established undertakings in Special Economic Zones (SEZs). 8

UNIT-II

Q.4 a) Write a short note on ‘expenditure on scientific research’. 7

b) What do you understand by ‘Income from other sources’? State the main income source which are included under this head. 8

Q.5 a) X sold on 31-10-2014 an agricultural land, which he has been using for agricultural purposes for several years, for Rs. 28,00,000/-. He acquired that land in 1978 for Rs. 1,00,000/-. The market value of such land as on 01-04-1981 was Rs. 2,00,000/-. He purchased rural agricultural land for Rs. 3,50,000/- on 25-02-2015 which was sold for Rs. 5,00,000/- on 15-05-2015. Further, A sum of Rs. 5,50,000/- was invested by him in purchase of residential property on 25-05-2015. He owned only one house property before this date. The new house property was sold on 31-08-2015 for Rs. 6,50,000/-. Compute capital gain for assessment year 2015-16. 8

b) Write a note on transfer of capital asset. 7

UNIT-III

Q.6 Explain the provisions of Income Tax Act regarding the set-off and carry-forward and set-off of losses under different heads of income. 15

Q.7 a) What is the deduction available under section 80 1(B) in respect of housing project?

b) How is the total income of an individual computed? Explain with format only. 15

UNIT-IV

Q.8 What do you mean by tax deducted at source? Explain the provisions of Income Tax Act in relation to deduction of tax at source from salary and interest income. 15

Q.9 a) What do you understand by permanent account number (PAN)? 5

b) Give the time limits allowed for submission of the return of income of an assessee under the Income Tax Act, 1961. 10
Q.1 Answer the following questions:
   a) Write any two limitations of macro economics.
   b) Define fiscal policy.
   c) Unemployment is equal to _________ — _________.
   d) Macro economics is the study as a __________.
   e) Show the relationship between inflation and unemployment with the help of graph.
   f) What is inflation?
   g) Supply of money is controlled by fiscal policy.
   h) Multiplies is equal to change in income divided by change in investment.
   i) Tax is a compulsory payment to the government.

2x10

Answer the following questions in brief:

j) Explain the concept of economic static analysis.

k) Suppose consumption and investment functions are given as:
   \[ C = 20 + 0.5y \]
   \[ I = 200 - 2000i \]
   Find equilibrium level of income at interest rate 8% and 5%.

l) Differentiate between natural and frictional unemployment.

m) Suppose an investment project costs Rs. 5,000/- and yields an annual income Rs. 2500/- for a period of 3 years. Find the marginal efficiency of capital.

UNIT-I

Q.2 What are the major macro economic issues which make the subject matter of macro economics? Discuss briefly the nature and scope of macro economics.

UNIT-II

Q.4 Define IS and LM curves with the help of graph. Explain the relationship between the interest rate and income.

UNIT-III

Q.6 Define inflation. What are the causes of inflation in India? What measurer would you suggested to correcting inflation at present in India?

UNIT-IV

Q.8 Explain the concepts of the present value of a future income. Explain why it is necessary in investment decision to discount the future income stream.
Q.9 Differentiate between exchange depreciation and devaluation? How does devaluation work to correct the disequilibrium in the BoP?
End Semester Examination, Dec. 2015
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
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) Define need and want.
g) Name the stages in new product development process.
h) Name macro environment factors affecting marketing.
i) Write any two differences in marketing and selling.
j) Define green marketing.

Answer in brief:
k) Explain any two concept of marketing.
l) Explain packaging.
m) Explain the difference between store based and non-store based retailing.
n) 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.

Q.3
a) What is marketing mix? Explain the elements of marketing mix.
b) Discuss the factors affecting consumer buying behaviour.

UNIT-II

Q.4 What is segmentation? Explain the bases of segmentating the market. Also discuss the criteria for effective segmentation.

Q.5 What are the stages of product life cycle? Explain suitable marketing strategies for different stages of product life cycle.

UNIT-III

Q.6 “Pricing decision is a dynamic and not a static one”. Comment and briefly explain various pricing strategy.

Q.7 What is promotion? Explain the ingredients of promotion mix in detail.

UNIT-IV

Q.8
a) Discuss the factors affecting the choice of channel of distribution.
b) Also explain the types of distribution channels.
Q.9  Write short notes on:
   a) Social marketing.
   b) Marketing mix planning for rural marketing.
   c) Service marketing.
Q.1  
a) Correct the following sentences.
   i) Language are the common of all information and ideas.
   ii) Lack of clarity and precision in message make it badly expressed.
   iii) Mutual distrust or misunderstanding among the sender and receiver leads to breakdown of communication.
   iv) The Rajputs kill their female child in the olden days.
   v) She has been playing on sitar for an hour.

b) Convert the sentences from Active to Passive voice.
   i) He did not finish his work.
   ii) The girls have been listening to music.
   iii) We are doing sums.
   iv) He served his country.
   v) Edison invented the gramophone.

Q.1  
c) Fill in the correct form of the verb given in the brackets.
   i) Fire____________ eighty shops in Paharganj. (Gut)
   ii) The letter was __________ by Raman. (Post)
   iii) I had _______ you of the danger. (Warn)
   iv) _______ the poor. (Help)
   v) The boys have __________ their lessons. (lesson)
   vi) The sun _____ in the west. (Set)
   vii) In communication two parties are _________ (Involve)
   viii) Stop ________ fun of your friends. (Make)
   ix) The NGO _________ for own rights. (Fight)
   x) The girl _______ beautifully. (Sing)

Q.1  
d) Explain briefly the following terms.
   i) Superego
   ii) Theory X & Y
   iii) Attitude
   iv) Vroom Expectancy theory
   v) Values

UNIT-I

Q.2  
Read the passage and answer the questions given below:

Tackling the Trans Fat problem- KFC

KFC Corporation (KFC), a leading fast food restaurant chain, announced that all its 5,500 restaurants in the United States (US) would start using cooking oil that did not contain trans-fatty acids (Trans fats). The company said that it would replace the partially hydrogenated soybean oil that was being used in KFC restaurants with low linolenic soybean oil.

This announcement made by KFC was hailed as a victory for the consumer advocacy groups and nutrition experts who had been campaigning for a ban on Trans fats.
Over the years, the link between nutrition and disease has become a much debated topic in the media and public health domain. Though the World Health Organization, in 1997, declared the rising number of severely overweight individuals in the US as an epidemic, the cause for concern among consumers with regard to trans fats did not gain much momentum until May 2003 when a lawsuit filed against Kraft Foods Inc. (Kraft Foods), to stop the sale of its popular Oreo Cookies to children in the State of California, gained widespread publicity. This lawsuit was filed against the company because the cookies contained trans fats.

Analysts noted that KFC’s decision to switch to zero trans fat cooking oil was indication of the growing pressure on food companies from healthcare activists and consumer advocacy groups. Earlier, in June 2006, a retired physician had filed a lawsuit against KFC to stop it from making use of the partially hydrogenated soybean oil that was high in trans fats.

Some activists said that popular fast food companies like KFC could at least use some labels or signs to make their customers aware of the level of trans fats in their food products. Given the growing public concern about trans fats, in December 2006, the New York City’s Board of Health voted for a ban on artificial trans fats in food items served at restaurants and bakeries from November 2008.

Following the completion of its switchover to zero trans fat cooking oil, in May 2007, KFC released a 15-second TV commercial that promoted the fact that KFC’s famous chicken contained zero trans fats. However, despite taking steps to eliminate trans fats in its menu, KFC had to confront criticism. Nutrition experts felt that eating too much food that has been fried in oil, even if it were free from trans fats, would also lead to obesity and heart disease.

a) What important decisions did KFC take and Why?
b) What pressures did the food companies face?
c) What did KFC do to promote its products?
d) What was the link between nutrition and disease that was debated by the activists?

e) Explain the central theme of the case discussed in the above passage.

Q.3  a) Write a précis of 100 words of the above passage.
     b) Write a paragraph on the importance of motivation in communication.

UNIT-II

Q.4 Define Personality and explain in detail the Big Five Trait theory.

Q.5 Explain with an example the Perceptual process and highlight the errors of attribution that individual commit while making perception.

UNIT-III

Q.6 What is the role of inter-personal communication and also explain the different types of inter-personal skills in detail?

Q.7 Explain different perspective of leadership giving suitable examples that highlight the leadership styles.

UNIT-IV

Q.8 Make a complaint letter to the Postal Department stating that a certain parcel you booked a month back has not reached to the addressee. Also request them to have an enquiry to find its whereabouts.
Q.9 Write a letter to your bank requesting for a loan facility of Rs.15 Lakhs. Also give necessary details of liability your project.
Q.1 Fill in the blanks:

a) Accounting standard (AS) _________ deals with “Construction accounting”.

b) Accounting standard (AS) 28 deals with “_________________”.

c) Accounting standard (AS) 16 ______ deals with “Borrowing cost”.

d) Accounting standard (AS) 19 deals with “________________”.

e) If market interest rates/ other market rate of returns have been decreased, will _________ the assets recoverable amount.

f) _________ Accounting is used for calculation of wages, salaries, bonus, etc.

1x6

State whether the following statements are True or False:

a) Amount due from debtors and bills receivables is jointly called as “Account receivable” or Receivables.

b) Source document is an evidence of transaction.

c) Equities = Assets.

d) Recoverable amount is the higher of an asset’s “NSP” or its “Value” in use.

e) Dividend is to be recognized as revenue when it is proposed by the board.

f) Under Indian GAAPs change in method of depreciation means change in accounting policy.

h) If there are certain machinery spares that can be used only in connection with an item of fixed asset and their use is expected to be regular, it may be appropriate to capitalize such spares as fixed asset.

1x8

Multiple choice questions:

a) Which of the following is not an item of Reserve and Surplus (i.e. P & L Appropriation)?

i) Premium on redemption of preference shares.

ii) Bonus to debenture holders.

iii) Bonus to equity share holders.

iv) Bonus to preference share holders.

b) Which of the following costs may not be eligible for capitalization as borrowing costs under AS-16”?

i) Interest on bonds issued to finance the construction of qualifying asset.

ii) Amortization of discounts or premiums relating to borrowings for qualifying asset.

iii) Imputed cost of equity.
iv) Interest cost incurred on loan borrowed to fund the construction of a new administrative building of the company.

c) Withdrawal by proprietor would reduce:
   i) Owner’s equity and increase liability
   ii) Both assets and owner’s equity
   iii) Assets and increase liabilities

d) Which of the following item shall be recognized as revenue on accrual basis as per AS-9:
   i) Interest.
   ii) Royalty.
   iii) Dividend.
   iv) Profit on sale of investment.

e) Which of the following is not a capital expenditure?
   i) Cost of building.
   ii) Expenditure incurred on formal opening of factory.
   iii) Installation costs.
   iv) Initial (first time) Insurance Premium.

f) The term imprest system is used in relation to:
   i) Purchase book.
   ii) Sales book.
   iii) Cash book.

**Q.2**

a) ABC Ltd. is constructing a cricket stadium costing Rs.5,00,000/-. As on 31st March 2012 the construction of the stadium is completed to a large extent. The pitch on which match is to be played is the only remaining part to be completed which costs is Rs.2,00,000/-. The auditor of ABC Limited insists that capitalization of borrowing cost should be stopped at 31 Mar 2012. As an accountant give your opinion on this issue.

b) Balance sheet of ABC Ltd as on 31st March had fixed assets totaling to Rs.37,00,000/-. Out of the total fixed assets, furniture & fixtures have a carrying value of Rs.3,00,000/-. There is a fire in the offices of ABC Ltd. on 31st March, 2012 & the furniture fixtures are damaged. The recoverable amount for furniture and fixture has been estimated to be Rs.1,80,000/-. Are furniture and fixtures impaired? Comment.

c) On 1st April, 2011, ABC Ltd. assess that machine X has become obsolete. The machine was purchased on 1st April 2004 for Rs.1,00,00,000/-. ABC Ltd charges depreciation on SLM basis over a period of 10 years. Net realizable value of the machinery at the end of seventh year is Rs.20,00,000/-. You are required to pass an appropriate journal entry in the books of ABC Ltd. as on 31st March, 2012 with a proper working note.

d) ABC Ltd. had purchased a machine X to produce product P on 1st June 2009. On 1st April 2011, ABC Ltd. replaced a major part of machinery X by part A, so as to increase its existing production capacity. Determine whether the expenditure incurred on part A will be added to the gross book of the asset or shown as a separate asset.
Q.3  

a) ABC Ltd. bought a new machine on 1 Sep 2011. The company incurred following expenditures in connection with purchase:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase cost</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Freight</td>
<td>25,000/-</td>
</tr>
<tr>
<td>Transit insurance</td>
<td>8,000/-</td>
</tr>
<tr>
<td>VAT</td>
<td>48,000/-</td>
</tr>
<tr>
<td>Import duty (Non-refundable)</td>
<td>44,000/-</td>
</tr>
<tr>
<td>Special packing for transit</td>
<td>15,000/-</td>
</tr>
</tbody>
</table>

Calculate the cost of Acquisition of asset.

b) Explain Trade discount and cash discount with their accounting treatments.

c) Define escalation clause as per AS-7. In which of the following cases (a and b) the escalation clause shall work?

| Standard requirement of Cement bags for a construction project. | 100 Bags required, cost Rs.200/- per bag |
| Actual consumption: | a) 100 bags, cost Rs.300/- per bag |
| | b) 150 bags, cost Rs.200/- each bag |

d) What should be the recognition criteria for the following items as per AS-7?

i) Fixed / initial revenue.
ii) Variation.
iii) Claims.
iv) Incentives.
v) Price escalation.

Q.4  

a) XYZ Limited purchased a new machinery on 1 Aug 2013 for Rs 10,00,000/-. The company incurred following expenditure in connection with the purchase:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase Cost</td>
<td>8,00,000/-</td>
</tr>
<tr>
<td>Freight</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Transit Insurance</td>
<td>2,000/-</td>
</tr>
<tr>
<td>Import Duty (Non-refundable)</td>
<td>10,000/-</td>
</tr>
<tr>
<td>Installation charges</td>
<td>1,14,000/-</td>
</tr>
<tr>
<td>VAT</td>
<td>8% of purchase price</td>
</tr>
</tbody>
</table>

XYZ Limited has taken a loan from a financial institution for Rs 6,00,000/- at 10% rate of interest per annum. The machinery is expected to be ready for use by 31st Mar 2014.

You are required to:

i) Calculate the cost at which machinery should be capitalized.
ii) Pass necessary journal entries in the books of XYZ Limited showing the effect of capitalization of cost of machinery.

b) Give accounting treatment of revaluation of fixed asset in following cases, by passing journal entries.
i) Fixed assets are revalued for the first time \((pass\ journal\ entry\ for\ upward\ &\ downward\ revaluation)\)
ii) Fixed asset was increased in previous revaluation, but in subsequent revaluation value decreased.\((pass\ journal\ entry\ for\ only\ subsequent\ revaluation)\).

**Q.5** ABC Ltd. leased a machine to XYZ Ltd. on 1st April 2011 under the following terms:
- Annual Lease payment: Rs 10,000/- payable at the end of each year.
- Lease Term: 5 years
- Useful life: 6 years
- Fair value: Rs 40,000/

Assuming that the arrangement is classified as a finance lease, show the accounting entry to be passed at the inception of the lease in the books of XYZ Ltd. (Assume IRR is 10%)

**Q.6** ABC Ltd has a plant with carrying amount of Rs.1,10,00,000/- on 31st March 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. 7,00,000/-. 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 (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31st March 2013</td>
<td>25,00,000/-</td>
</tr>
<tr>
<td>31st March 2014</td>
<td>21,00,000/-</td>
</tr>
<tr>
<td>31st March 2015</td>
<td>24,00,000/-</td>
</tr>
<tr>
<td>31st March 2016</td>
<td>13,00,000/-</td>
</tr>
</tbody>
</table>

Calculate the following:
- a) Value in use for plant, if the discount rate (already compounded) is 10%.
- b) Recoverable amount, if the net selling price of plant is Rs.74,00,000/-.
- c) Impairment loss if any.
End Semester Examination, Dec. 2015  
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  

a) State whether True or False:  
   i) Service tax Act applicable to whole of India.  
   ii) Anti dumping duty is generally imposed in case where Indian manufacturers are manufacturing similar articles.  
   iii) Service tax is payable on quarterly basis.  
   iv) VAT is a consumption tax as the final consumer bears the burden of it.  
   v) Transfer of money through money order by department of post is chargeable to service tax.  
   vi) Exemption available to small service provider is optional.  
   vii) Output tax is the tax paid or payable in the course of business on purchase of goods from a registered dealer of the state.  

b) Fill in the blanks:  
   i) Taxable event for levy of excise duty is _________ in India.  
   ii) Excise duty is payable on basis by __________ of following month.  
   iii) Penalty for non payment of service tax can not exceed ________ percent of the quantum of service tax which was payable.  
   iv) _________ is a function of customs department.  
   v) Dealers opting for composition scheme will not be entitled to _________.  
   vi) Taxpayer Identification number consists of ________ digits.  
   vii) _________ is nothing but partial exemption from service tax subject to certain conditions.  
   viii) Transaction value is free on board value and a few ____________.

b) Write short notes on any four:  
   i) What are procedural concessions given to small scale industries from excise duty?  
   ii) Enlist and explain in brief any five purchase eligible for availing input tax credit.  
   iii) What are basic rules of charge of service tax?  
   iv) What is self assessment of VAT liability?  
   v) How to convert transaction value into Indian currency?  

Q.2  

a) Explain a list of few services pertaining to education which are not charagable to service fax.  

b) What is ‘Mega Exemption Notification’? Explain any five services which are given in mega exemption notification.  

Q.3  

X Ltd provided package tours to different organization. Package tour include transportation, accommodation for stay, food tourist guide, entry to monuments and other similar services in relation to tour during November 2013, a package tour is
organized by x Ltd. for the executives of A Ltd. bill raised on A ltd on November 4, 2013 is as follow:
Amount charged for package tour Rs. 26,00,000/-, [Rs. 1,30,000 for 20 persons] service tax (10 % of 12.36 % of 26,00,000/-) Rs. 32,136/-, total bill Rs. 26,32,136/-. The bill indicates that it is inclusive of cost of transportation, accommodation, food, guide etc. A Ltd, however, pays Rs. 25,00,000/- as full and final payment on November 20, 2013.
X Ltd receives an advance of Rs. 5,00,000/- for booking hotel accommodation for the employees of B Ltd. (Service to be performed during December 2013). No other bill is issued or advance is received during November 2013. Find out service tax payable for November 2013 X Ltd. is not a small service provider.

**UNIT-II**

Q.4 Who is liable to pay VAT? Give justification for VAT system in India. 

Q.5 Discuss with suitable an example, various method for commutation of VAT liability.

**UNIT-III**

Q.6 Discuss different methods of calculation of excise duty payable.

Q.7 X Ltd purchases an equipment on June 1 2012 for Rs. 11,44,200/- which is inclusive excise duty at 14.42 %. It is disposed of as second hand equipment on July 8, 2014 for Rs. 10,00,000/- (excise duty @ 12.36% Find out the amount Cenvat credit already for the financial years 2012-13 and 2013-14. In any amount payable towards cenvat credit already availed at the time of disposal of the equipment in the financial year 2014-15.

**UNIT-IV**

Q.8 a) Explain in brief different types of custom duties in India.  
   b) What are different exemptions under customs duty?

Q.9 a) Find out assessable value as per custom Act, if (CIF is Rs. 95,00,000/-. Goods are transported by air. CIF includes air transportation cost. Amount of transportation cost and insurance cover is not available separately.  
   b) What is self assessment of custom duty?
Q.1 Fill in the blanks:
   a) The main focus of the capital market is on financing of __________ investment.
   b) Indian capital market comprises of _________ and __________ market.
   c) ______________ is the electronic form of share.
   d) SHCIL stands for ______________.
   e) HSIDC stands for ______________.

   State whether the following statement is TRUE or FALSE:
   f) The Indian capital market consists of both organized as well as unorganized sectors.
   g) NSDL stands for National Securities Depository Ltd.
   h) The full form of SEBI in Security Exchange Board of India.
   i) The debt market in India is amongst the largest in Asia.
   j) Commercial paper and debentures are debt instruments.

Q.2 Define capital market. Specify the instruments and main participants of capital market in India.

Q.3 Explain the meaning, nature and role of money market in India.

Q.4 What do you mean by capital market? Explain the nature and importance of capital market in India.

Q.5 Write notes on:
   a) Functions and role of stock exchange.
   b) Primary market of securities.

Q.6 Distinguish between demant and physical share. Explain the characteristics and functions of depository system in India.

Q.7 Define corporate debt securities. Explain its features and various types in detail.

Q.8 Explain the concept of venture capital. Critically examine the working and performance of venture capital in India.
Q.9 Write notes on:
   a) Merchant banking
   b) Credit rating
End Semester Examination, Dec. 2015
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 a) Fill in the blanks:
   i) Overhead is the sum of all _________ cost?
   ii) Prime cost is the known as all __________ cost.
   iii) Time worked over and above the normal hours is __________.
   iv) Cost accounts data are derived from _________.
   v) FIFO method is known as ____________.

b) State whether the following statement is True or False:
   vi) Factory cost is known as work cost.
   vii) Time keeping is recording the attendance of each worker.
   viii) Cost accounting helps in fixation of selling price.
   ix) All direct expenses is also known as overheads.
   x) Packaging expenses is also known as direct expenses.

2x10

c) Answer the following question in brief:
   i) Explain the advantages cost accounting.
   ii) Define time booking.
   iii) Show the treatment of labour turnover.
   iv) Differentiate between FIFO and LIFO method of pricing of material issues. 5x4

UNIT-I

Q.2 Explain the various classification of cost and discuss their utility. 15

Q.3 Mr. X furnishes the following data relating to the manufacture of a standard product during the month of April 2011:

<table>
<thead>
<tr>
<th>Amounts (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw material consumed</td>
</tr>
<tr>
<td>Direct labour</td>
</tr>
<tr>
<td>Machine expenses</td>
</tr>
<tr>
<td>Administration overheads</td>
</tr>
<tr>
<td>Selling expenses</td>
</tr>
<tr>
<td>Unit produced</td>
</tr>
<tr>
<td>Unit sold</td>
</tr>
</tbody>
</table>

You are required to prepare a cost sheet and also showing cost per unit. 15

UNIT-II

Q.4 a) Distinguish between time keeping and time booking. 8
    b) What do you mean by idle time and overtime? 7

Q.5 Prepare a statement showing the pricing of issues on the basis of simple average method.

<table>
<thead>
<tr>
<th>Date</th>
<th>Particular</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 March 2014</td>
<td>Purchased 500 unit at Rs. 20/-</td>
</tr>
<tr>
<td>2 March 2014</td>
<td>Purchased 100 unit at Rs. 20.40/-</td>
</tr>
</tbody>
</table>
3 March 2014  Issued 125 units
7 March 2014  Purchased 150 units @ Rs. 21.00/- each
10 March 2014 Purchased 100 units @ Rs. 21.60/- each
13 March 2014 Issued 100 units
18 March 2014  Issued 100 units
20 March 2014  Purchased 50 units @ Rs. 22/- each
25 March 2014  Issued 75 units.

UNIT-III

Q.6  Define Job costing. Explain the features of the job costing techniques. Differentiate between job costing and contract costing.

Q.7  Work out the machine hour rate for the following machine, whose scrap value is nil:

<table>
<thead>
<tr>
<th>Amount (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost of machine</td>
</tr>
<tr>
<td>Installation charges</td>
</tr>
<tr>
<td>Working life</td>
</tr>
<tr>
<td>Working hours</td>
</tr>
<tr>
<td>Repair charges</td>
</tr>
<tr>
<td>Power -10 units per hours @ Rs. 5/- per unit lubricating oil @ Rs. 20/- per day of 8 hours, wages of operator @ Rs 80/- per day, consumable stores@Rs.100 per day of 8 hrs.</td>
</tr>
</tbody>
</table>

UNIT-IV

Q.8  The contract price of a contract undertaken by SPA limited on April 1, 2011 was Rs. 12,00,000/-. The contractor at the end of the year as on 31, March 2012 received Rs. 4,80,000/- representing 80% of the total amount of work certified. Following expenses were incurred on the contract during the year:

<table>
<thead>
<tr>
<th>Amounts (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material Issued</td>
</tr>
<tr>
<td>Material at site [31.3.2012]</td>
</tr>
<tr>
<td>Direct wages</td>
</tr>
<tr>
<td>Direct expenses</td>
</tr>
<tr>
<td>Plant installed at site</td>
</tr>
<tr>
<td>Overheads allocated to this contract</td>
</tr>
<tr>
<td>Work finished but not yet certified at cost</td>
</tr>
</tbody>
</table>

Plant to be depreciated @ 12.5 %, prepare contract account in the book of SPA Ltd.

Q.9  a) Differentiate between joint product and by-product.

b) Distinguish between ‘Job costing and process costing’.
Q.1 Answer the following as True or False:
a) Personnel management can be split into three aspects including welfare aspect, labour aspect and industrial relation aspect.
b) Human resource planning identity gaps in exiting manpower in term of their quantity and talent.
c) Job analysis is another name of job evaluation.
d) Job designing involves job enrichment and job enlargement.
e) Recruitment is the process of searching for perspective employee.
f) Selection is a positive process.
g) Career planning is a part of manpower planning.
h) Placement in concerned with the issue of shares in the capital market.
i) Promotion and upgradation mean the same.
j) Retirement often occurs when a person attains a particular age.
k) Mention few points of difference between HRD and HRM.
l) How training is different from development? Discuss.
m) How selection is different from recruitment? Discuss.
n) Distinguish between career planning and succession planning.
o) What is the difference between base compensation and supplementary compensation?

UNIT-I

Q.2 Define human resource management. Discuss the nature, scope and objectives of HRM.

Q.3 a) Discuss job description with the help of a specimen form.
b) What is meant by job specification? How is it prepared? Explain.

UNIT-II

Q.4 Discuss the importance and methods of training of personnel in the organization.

Q.5 Discuss the objectives and techniques of performance appraisal system.

UNIT-III

Q.6 Discuss the concept of compensation? Also highlight and explain the factors affecting compensation of employees in organisation.

Q.7 a) Discuss the provisions of Factories Act, 1948 regarding the health of industrial workers.
b) Briefly discuss the welfare facilities which are usually undertaken by big employers.

UNIT-IV

Q.8 Write notes on:
a) Emerging trends in HRM. b) Workforce diversity.
Q.9  Write an explanatory note on Voluntary Retirement Scheme (VRS) and downsizing.
End Semester Examination, Dec. 2015
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 Fill in the blanks:
   a) Human development index is developed by __________.
   b) Labour supply include number of workers and ___________.
   c) Capital formation is ____________ concept.
   d) Disinvestment is a variant of ___________.
   e) Technical progress is the result of inventions and ___________.
   f) __________ is agriculture implies production of crops for sale rather than for family consumption.

   State whether the following statements are True/False:
   g) Mixed economy is the framework of planning in India.
   h) Rising population implies rising incidence of poverty in India.
   i) Unemployed person = Labour force – workforce.
   j) Growth affects environment.

   Answer the following in brief:
   k) Distinguish between economic growth and economic development.
   l) Write a short note on national income.
   m) What are the main economic reforms? Explain its need.
   n) Give five suggestions to solve the problems of unemployment in India.

UNIT-I

Q.2 Explain the concept of economic development. Discuss the various factors that influence economic development. 15

Q.3 a) Discuss the role of capital formation in India.
   b) How is human capital different from human development? Explain. 7½x2

UNIT-II

Q.4 What is meant by liberalization of the economy? Give its main measures. 15

Q.5 What were the basic features of Indian economy at the time of independence? Explain the agrarian scene and industrial structure at that time. 15

UNIT-III

Q.6 a) Briefly discuss the problem of ‘jobless growth’ in India. 7
   b) Explain the significance of economic and social infrastructure in growth and development of a country. 8

Q.7 Do you think environmental crises occurs only due to scarcity of resources? How can the challenge of environmental crises be addressed? 15

UNIT-IV

Q.8 a) Explain Indian’s balance of payment: 1950-51 to 2013-14. 8
   b) Write a note on ‘India and the WTO’. 7
Q.9 What do you mean by agricultural diversification? What steps have been initiated by the government to improve agricultural market system in India?
Q.1 Fill in the blanks:

a) The time needed for a population to double its size at a constant annual rate is known as the ___________.

b) Catastrophic control of population was put forth by __________ in his theory on human population growth.

c) The 3R strategy of sustainable development emphasis on an approach which implies __________, __________ and ____________.

d) The belief that it is good to buy and use a lot of new goods and services is called ____________.

e) Dysentry is caused due to ____________.

f) Cancer of skin and burns are due to ____________.

g) Nanda Devi, Manas and Sundarbans are example of ____________.

h) __________ and __________ are the most rich biodiversity zones of India.

i) The organisms who directly eat green plants are called ____________.

j) The living organisms in an ecosystem form the __________ component.

k) __________ resources can be generated in short period of time.

l) The chipko movement in Garhwal region was initiated by ____________.

m) Soil erosion can be prevented by ____________.

n) Environmental study is study of interactions among __________, ________ and ________ component of the environment.

o) Earth summit was held at __________ in 1992. 1x20

Write short notes on the following:

p) Natural resources

q) Hydrological cycle

r) Disasters management

s) Acid rain 5x4

UNIT-I

Q.2 What is meant by formal and non-formal environmental education? Which education is more effective? 15

Q.3 Define deforestation. What are its main causes and control measures? 15

UNIT-II

Q.4 Define the term “Ecosystem”. What are its components? 15

Q.5 Describe the major threats and benefits of biological diversity. 15

UNIT-III

Q.6 What are various control measures for water pollution and soil pollution? 15

Q.7 Discuss salient features of forest (conservation) Act. 1980. 15

UNIT-IV
Q.8  ‘In terms of continents and countries the world’s population is very ill-balanced’. Explain this statement in detail.  

Q.9  What is AIDS? Name the major precautions to avoid AIDS. Which methods do you suggest for its control?
End Semester Examination, Dec. 2015  
B.Com. (Hons)-Industry Integrated – Fourth Semester  
FINANCIAL ACCOUNTING-IV (CH-4.6K)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 2  
Note: Attempt FIVE questions in all; taking at least FOUR questions from PART-B.  
Q.1 is compulsory from PART-A. All questions carry equal marks.

PART-A

Q.1 Alex Ltd. lends Rs 500,000/- at an interest rate of 5% per annum payable annually  
and is payable in full after a period of 5 years. The market rate for similar loan is  
10%. Alex Ltd. needs to recognize the loan at its fair value and amortize interest  
using effective interest rate method.  
The fair value of the loan is Rs 4,05,230/- and Alex Ltd receives Rs 25,000/- every  
year.

Required:  
a) Provide interest expense to be recognized for Year 1 to Year 5.  
10  
b) What are year end balances for first 4 years?  
10

PART-B

Q.2 A company purchased a machinery for Rs 150,000/- with an estimated useful life of  
3 years. The tax authorities allow accelerated depreciation of 100% in the first year of  
purchase. For accounting purpose, the company has been using straight line method  
to charge depreciation. The profit before depreciation for each of the 3 years is Rs.  
200,000/-. The rate of tax is 30%.

Required:  
a) The above transaction will result in deferred tax asset or deferred tax liability?  
5  
b) What is the amount of current tax and deferred tax at the end of year 1?  
10  
c) What is the deferred tax balance at the end of year 2?  
5

Q.3 a) What is a financial asset and a financial liability?  
10  
b) List the categories of financial assets?  
10

Q.4 On 1 November 2014 a company held 300 units of finished goods valued at Rs.12/-  
each. During November the following purchases took place:  
<table>
<thead>
<tr>
<th>Date</th>
<th>Units purchased</th>
<th>Cost per unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 November</td>
<td>400</td>
<td>Rs.12.50/-</td>
</tr>
<tr>
<td>20 November</td>
<td>400</td>
<td>Rs.14/-</td>
</tr>
<tr>
<td>25 November</td>
<td>400</td>
<td>Rs.15/-</td>
</tr>
</tbody>
</table>

Goods sold during November were as follows:
### Q.5
XYZ Ltd. exported goods for $300,000 on 1 Feb 2014 (exchange rate US$1=48 INR). The amount was received on 1 June 2014 (exchange rate US$1=49 INR)
The entity closes its books of accounts on Mar 31 every year.
The rate of exchange on 31 March 2014 (US$1=50 INR)

**Required:**

a) What is the debtor’s balance on 1 Feb 2014?
5

b) What is the debtor’s balance on 31 March 2014?
5

c) What is the exchange fluctuation gain or loss on the date of balance sheet?
5

d) What is the exchange fluctuation gain or loss on the date of receipt?
5

### Q.6
ABC Limited. has inventory of finished goods. The cost incurred in producing one kg of finished goods is:

- Material cost: Rs 150/- per Kg
- Direct labour costs: Rs 20/- per Kg
- Direct Production overhead: Rs 15/- per Kg

Fixed production overhead for the year on normal capacity of 1,00,000 kg is Rs. 10,00,000/-. The closing stock at year end is 3000 kg of finished goods. You are required to calculate the value of closing stock at the end of the year?
20
End Semester Examination, Dec. 2015  
B.Com. (Hons) and (Industry Integrated)-Fifth Semester  
MANAGEMENT ACCOUNTING (CH-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) Material cost variance = ______________ + ______________.

b) Flexible budget recognizes the difference between ______ and ______ costs.

c) The break even point is the point at which ______.

Whether the following statement is TRUE or FALSE:  
d) A fixed cost is fixed per unit.

e) A budget is a blueprint of the projected plan of action.

f) Cost control is the part of management accounting.

g) In marginal costing full costs are charged to production.

h) Standard costing cannot exist without budgeting.

Answer the following questions in brief:  
i) Explain the main objectives of management accounting.

j) What is margin of safety? Explain with the help of an example.

k) Define zero base budgeting.

l) Differentiate between fixed and flexible budget.

UNIT-I

Q.2 Define management accounting. How does it differ from financial accounting?  
What are the functions of management accounting?

Q.3 Draw up a flexible budget from the following information at 80%, 90% and 100% activity level:  
Production capacity at 60% level is 600 units  
Material cost is Rs. 100/- per unit  
Labour cost is Rs. 40/- per unit  
Direct expenses is Rs. 10/- per unit  
Factory expenses Rs 40,000/- [40% fixed]  
Administration expenses Rs. 30,000/- [40% variable]  
Selling expenses Rs. 20/- per unit [20% fixed].

UNIT-II

Q.4 F Co. uses a standard cost system and manufactures product Z. Standard cost per 1,000 kg of output is as under:

<table>
<thead>
<tr>
<th>Material</th>
<th>Quantity (in kg)</th>
<th>Price (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>800</td>
<td>2.50</td>
</tr>
<tr>
<td>B</td>
<td>200</td>
<td>4.00</td>
</tr>
<tr>
<td>C</td>
<td>200</td>
<td>1.00</td>
</tr>
</tbody>
</table>
In March 2012, the company produced 2,00,000 kg of output. Actual consumption was:

<table>
<thead>
<tr>
<th>Material</th>
<th>Quantity (in kg)</th>
<th>Price (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>1,57,000</td>
<td>2.40</td>
</tr>
<tr>
<td>B</td>
<td>38,000</td>
<td>4.20</td>
</tr>
<tr>
<td>C</td>
<td>36,000</td>
<td>1.10</td>
</tr>
</tbody>
</table>

Calculate all material variances.

Q.5 How does standard costing differ from budgetary control? Discuss the process of investigating labour cost variances.

UNIT-III

Q.6 What do you mean by break-even analysis? Discuss its advantages, assumptions and limitation.

Q.7 a) Distinguish between marginal and absorption costing.
    b) Write down the limitations of marginal costing.

UNIT-IV

Q.8 A company produces a single product and sells it at Rs. 200/- each. The variable cost of the product is Rs. 120/- per unit and the fixed cost for the year is Rs. 96,000/-. Calculate:
   a) P/V ratio.
   b) Sales at break-even point.
   c) Sales units required to earn a target net profit of Rs. 1,20,000/-.
   d) Profit at sales of Rs. 7,00,000/-.

Q.9 Define responsibility accounting. Explain it advantages and disadvantages. What are the prerequisites in its implementation in an industrial organization.
Q.1 Fill in the blanks:

a) An arrangement in which a bank and an insurance company join hands together so that the insurance company can sell its products to the bank’s clients is known as _________.

b) Money market is a market for ________ term financial assets.

c) The full form of IPO is _________.

d) Secondary market is a market which deals in ________ securities.

e) ________ governs the merchant banking in India.

Q.1 is compulsory. All questions carry equal marks.

Q.2 State whether the following statement are TRUE or FALSE:

f) In a stock exchange, transactions take place between the companies and their shareholders directory.

g) Underwriting is a non-fund based activity of a merchant banker.

h) The NAV of a mutual fund is calculated on a daily basis.

i) A gilt edged security is a part of the equity market.

j) NSE is the first organized stock exchange in India.

Q.3 Write short notes on:

k) Functions of a stock exchange.

l) Underwriting.

m) Inter-relationship between primary and secondary market.

n) Measure taken by SEBI for investor protection.

UNIT-I

UNIT-II

UNIT-III
Q.7 Write notes on:
   a) Insurance Regulatory and Development Authority (IRDA).
   b) Non-banking financial companies.

UNIT-IV

Q.8 What do you mean by financial services? Give details of some key financial services.

Q.9 a) Who is a merchant banker? What are the functions of a merchant banker?
   b) Who is the regulator of merchant banking in India? Give any three regulations.
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated)-Fifth Semester
INTERNATIONAL FINANCE AND TRADE (CH-5.3)

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 Very short answer questions:
   a) What are the push factors of internationalization?
   b) What is logistics?
   c) What is cultural shock?
   d) Explain TRIMs?
   e) Differentiate between spot and forward exchange rates.
   f) What is meant by a soft loan?
   g) What is portfolio investment?
   h) What is invisible account of the BOP?
   i) What is target plus scene?
   j) Explain the role of MNCs in society.

Short answer questions:
   k) Write major factors responsible for growth of international business.
   l) Write a note on World Bank.
   m) Explain the functioning of ASEAN.
   n) Write a note on evaluation of export promotion measurer.

UNIT-I

Q.2 a) Examine the factors that have favoured the process of globalization.
    b) Do you feel the Indian economy has been benefitted by the process of globalization? Also state the response of Indian business towards globalization.

Q.3 Why should the MNCs be aware of the political and legal environment of the host country? Explain.

UNIT-II

Q.4 Explain the comparative cost advantage theory of international trade. Is it an improvement over the theory of absolute cost advantage?

Q.5 a) Briefly discuss the role of WTO in international business.
    b) What was the motive behind the setting up of UNCTAD?

UNIT-III

Q.6 Give a brief account of the functioning of European Union (EU).

Q.7 a) Explain the objectives and role of World Bank.
    b) What are the factors affecting foreign investment in India?

UNIT-IV

Q.8 Explain the organizational structure for international business operations in detail.
Q.9 Write short notes on following:
   a) Special economic zone.
   b) Indian joint ventures.
Q.1 State whether the following statements are True/False:
   a) Tax evasion means avoiding of tax liability legally.
   b) Tax payable for any assessment year on deemed income (MAT) relating to certain companies cannot be less than 18.5% of book profit.
   c) Section 80I AB is related to the deductions in respect of profits and gains by an undertaking or an enterprise engaged in the establishment of special economic zone.
   d) Dearness allowance are fully taxable.
   e) Sec. 92 (c) is related to the computation of book profit.

Answer the following:
   f) Differentiate between tax planning and tax evasion.
   g) Enumerate special provisions relating to tax on distributed income of domestic company for buy-bank of shares.
   h) What are the deductions applicable v/s 80 IE in respect of certain undertakings in Northern Eastern state?
   i) Explain the types of non-resident in India.
   j) Write a short note on cost plus method of transfer pricing.

UNIT-I

Q.2 What do you mean by tax planning? Discuss the objectives and factors governing tax planning.

Q.3 R Ltd. is an Indian company, engaged in a business of manufacture of paints in India. A Profit and Loss account for the year ending 31-03-2015 is given below:

<table>
<thead>
<tr>
<th>Item</th>
<th>Figures in lakh.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salary and wages</td>
<td>7.50</td>
</tr>
<tr>
<td>Postage and telegrams</td>
<td>0.40</td>
</tr>
<tr>
<td>Travelling and conveyance</td>
<td>0.50</td>
</tr>
<tr>
<td>Depreciation</td>
<td>5.00</td>
</tr>
<tr>
<td>Income tax</td>
<td>4.00</td>
</tr>
<tr>
<td>Wealth tax</td>
<td>0.10</td>
</tr>
<tr>
<td>Excise duty due</td>
<td>1.00</td>
</tr>
<tr>
<td>Provisions future losses</td>
<td>0.60</td>
</tr>
<tr>
<td>Proposed dividend</td>
<td>0.80</td>
</tr>
<tr>
<td>Loss of subsidiary company</td>
<td>0.50</td>
</tr>
<tr>
<td>Audit fee</td>
<td>0.25</td>
</tr>
<tr>
<td>Director remuneration</td>
<td>8.00</td>
</tr>
<tr>
<td>Deferred tax liability</td>
<td>1.35</td>
</tr>
<tr>
<td>Net profit</td>
<td>21.00</td>
</tr>
</tbody>
</table>
**Unit II**

Q. 4 Discuss, how the form of ownership is an important tool of tax planning?

Q. 5 What points should be considered while doing tax planning from employee’s point of view?

**Unit III**

Q. 6 What are the provisions of double taxation relief in India mentioned U/S 90 of Income Tax Act.

Q. 7 Ajay a non-resident Indian, has the following sources of income in India during the previous year 2014-15.

| i) | Income from house property located in India (computed) | - | 2,70,000 |
| ii) | Dividend from Indian companies | - | 75,000 |
| iii) | Interest on debentures of Indian company (subscribed in convertible foreign exchange) | 1,00,000 |
| Less: Interest on loan taken for purchase of debentures | 20,000 |
| iv) | Long-term capital gains on sale of debentures subscribed in US $: |
| Cost in 2002-03 | 4,00,000 |
| Sale in 2014-15 | 6,00,000 |
| Less: commission to brokers | 2,00,000 |
| | 6,000 |
| | 1,94,000 |

Cost inflation index:
FY. 2002-03 — 447,
FY. 2014-15 — 1024


**Unit IV**

Q. 8 ‘R’ Ltd. an Indian company purchased goods from ‘S’ Ltd. of Germany, an associated enterprise at `2970 per price. The following arm’s length prices have been determined by the most appropriate method:

Situation 1 - `2890
Situation 2 - `3050
Situation 3 - `2700
Situation 4 - `2940

a) Compute the arm’s length price assuming:
   i) The central government has notified the variation to be 3%.
   ii) The international transaction has been undertaken before 01-04-2014.

b) What will be your answer if above goods were purchased by R. Ltd. at `3,000/- instead of `2,970/-.
Q.9 What are the tax concession/incentives available in case of amalgamation?
End Semester Examination, Dec. 2015
B.Com. (Hons) and (Industry Integrated) - First Semester
INDIAN ECONOMIC AND SOCIAL ENVIRONMENT (CHE-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 the following in brief:
   a) Explain two elements of culture.
   b) Define cultural transmission.
   c) State two reasons for failure of public sector in India.
   d) Define small scale industries.
   e) What is conservative democracy?
   f) What is meant by trade policy?
   g) What is external debt sustainability?
   h) Explain any two advantages of liberalization.
   i) Define technical collaboration.
   j) What is service exports from India scheme?  2x10

Write Short notes on:
   k) Changing role of government.
   l) Advantages of privatization.
   m) Regulatory and promotional frame work.
   n) India’s external debt.  5x4

UNIT-I
Q.2  “The modern age is said to be characterized by the dynamic external conditions involving a complex, uncertain and sometimes a turbulent business environment”. Elucidate the statement with examples of dynamic nature of factors affecting business environment in India.  15

Q.3  Explain in detail structure of Indian industry in the context of five year plans.  15

UNIT-II
Q.4  What do you mean by privatization? What are its objectives? What are the arguments generally advanced in favour of privatisation of public enterprises in India? Explain.  15

Q.5  Explain in detail the Industrial Policy, 2011.  15

UNIT-III
Q.6  Explain foreign collaboration with two recent examples. Why it is important for a developing country to enter into foreign collaborations.  15

Q.7  Describe components of balance of payments. Explain in detail the reasons for disequilibrium of balance of payment.  15

UNIT-IV
Q.8  Discuss the advantages and positive implications of globalization of the Indian economy. What were the negative implications associated with it?  15

Q.9  Discuss in detail the fiscal sector reforms. Why are they required?  15
Q.1 **Fill in the blanks:**

a) In the traditional approach the scope of financial management was restricted to ______________.

b) In pay-back period technique used for mutually exclusive projects, a project having ___________ pay-back period is selected.

c) ___________ is the most expensive source of funds.

d) Combined Leverage tells the relationship between ___________ and ___________.

e) Cash discount term 3/15, net 40 means ______________.

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

f) The two basic dimensions of financial management are risk and return.

g) Accounting rate of return ignores time value of money.

h) Optimum structure is the one where cost of capital is the maximum.

i) Dividend is a part of retained earnings.

j) Carrying cost are measured per order.

**Answer the following in brief:**

k) Enlist three basic financial decisions.

l) Name the 5 techniques of capital budgeting.

m) Differentiate between gross and net working capital.

n) What are the consequences of low dividend payout?

o) What are the motives of holding cash?

**Write Short notes on:**

p) Evolution of financial management.

q) Merits and demerits of IRR.

r) Cost of retained earnings.

s) Assumptions of N.O.I. theory of capital structure.

Q.2 “Wealth maximization is a better criterion than profit maximization”. Do you agree? 

Explain

Q.3 Explain the nature, scope and objectives of financial management.

Q.4 XYZ limited company is considering investing in a project requiring a capital outlay of `2,00,000/-. Forecast for annual income after depreciation but before tax. The necessary information is given below:

<table>
<thead>
<tr>
<th>Year</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amt. (`)</td>
<td>1,00,000</td>
<td>1,00,000</td>
<td>80,000</td>
<td>80,000</td>
<td>40,000</td>
</tr>
<tr>
<td>Present value of `1 at 10%</td>
<td>0.909</td>
<td>0.826</td>
<td>0.751</td>
<td>0.683</td>
<td>0.621</td>
</tr>
</tbody>
</table>
Depreciation is taken at 20% on original cost and taxation at 50% of net income. You are required to evaluate the project according to each of the following methods.
a) Pay-back method.
b) ARR method.
c) NPV method.

Q.5 How do we calculate the cost of debt and the cost of equity? (cost of debt in case of both perpetual and redeemable debt).

UNIT-III

Q.6 Explain traditional approach in capital structure.

Q.7 The following information is available in respect of two firms P. Ltd. and Q. Ltd.:

(Figures in Rs. Lacs)

<table>
<thead>
<tr>
<th>P. Ltd.</th>
<th>Q. Ltd.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>500</td>
</tr>
<tr>
<td>Variable cost</td>
<td>200</td>
</tr>
<tr>
<td>Contribution</td>
<td>300</td>
</tr>
<tr>
<td>Fixed cost</td>
<td>150</td>
</tr>
<tr>
<td>EBIT</td>
<td>150</td>
</tr>
<tr>
<td>Interest</td>
<td>50</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>100</td>
</tr>
</tbody>
</table>

You are required to calculate different ‘Leverages’ for both the firms.

UNIT-IV

Q.8 Prepare a statement showing working capital requirement at 12000 units production per annum. Details of selling price per unit is as under:

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Raw materials</td>
<td>5</td>
</tr>
<tr>
<td>Labour</td>
<td>3</td>
</tr>
<tr>
<td>Overheads</td>
<td>2</td>
</tr>
<tr>
<td>Total</td>
<td>10</td>
</tr>
<tr>
<td>Profit</td>
<td>2</td>
</tr>
<tr>
<td>Selling price</td>
<td>12</td>
</tr>
</tbody>
</table>

Additional information:
a) Raw materials are to remain in store on an average 1 month.
b) Materials are in process on an average 2 months.
c) Finished goods are in stock on an average 3 months.
d) Credit allowed to debtors is 4 months.
e) Credit allowed by suppliers is 2 months.
   It may be assumed that production and overheads accrue evenly throughout the year.

Q.9 a) Explain inventory management strategies in detail.
b) Write a short note on credit policy.
End Semester Examination, Dec. 2015  
B.Com. (Hons) (Industry Integrated) – Fifth Semester  
FINANCIAL ACCOUNTING–V (CH-5.5K)

Time: 3 hrs  
Max Marks: 100  
No. of pages: 4

Note: The question paper has SIX questions in all; Q.1 is compulsory. Attempt any FOUR out of remaining FIVE questions.

Q.1 Fill in the blanks:  
   a) Format of Balance sheet for companies is given under Part ____of Schedule _____ of Companies Act_________.  
   b) Accounting standard (AS) ________ deals with ‘Net profit or loss for the period, prior period items and change in accounting policies”.  
   c) Accounting standard (AS) ______ deals with ‘Consolidated Financial Statements’.  
   d) __________________paragraph may be included in auditor’s report when In case auditor discovered that prior period financial statements contain material misstatements and also amended audit report has not been issued but the corresponding figures have been restated and appropriate disclosures have been made in the current period financial statements.  
   e) As per AS_______ the preliminary expenses and heavy advertisement expenditure shall not be treated as fictitious asset/ deferred revenue expenditure because they are not satisfying the definition of asset.  
   f) _______ Accounting is used for calculation of wages, salaries, bonus, etc.

1x6  
State whether the following statements are TRUE or FALSE:  
   a) Amount due from debtors and bills receivables is jointly called as “Account receivable” or Receivables.  
   b) Source document is an evidence of transaction.  
   c) Equities = Assets  
   d) If there is no unconditional right to defer settlement for at least 12 months from reporting date, then such obligation shall be treated as Non- current liability as per Schedule-III of Companies act 2013.  
   e) Loan where minor default has occurred and can be demanded for repayment in such case, shall be treated as current liability.  
   f) Under Indian GAAPs change in method of depreciation means change in accounting policy.  
   g) When an enterprise controlled by two enterprises, both the controlling enterprises require to consolidate the subsidiary.  
   h) Negative minority interest not to be shown in consolidated balance sheet.  

1x8  
Multiple choice questions:  
   a) Which of the following is not an item of Reserve and Surplus (i.e. P & L Appropriation).  
      i) Premium on redemption of preference shares  
      ii) Bonus to debenture holders  
      iii) Bonus to equity share holders  
      iv) Bonus to preference share holders  
   b) Which of the following is not covered under the classification of “cash and cash equivalents”?
i) Bank balance
ii) Debtors
iii) Cheques, drafts on hand
iv) Cash on hand

c) Withdrawal by proprietor would reduce:
   i) Owner's equity & increase liability
   ii) Both assets & owner's equity
   iii) Assets & increase liabilities

d) Which of the following is not an example of Extraordinary item as per AS-5:
   i) Loss due to earthquake
   ii) Government grants becoming refundable
   iii) Government grants for giving immediate financial support with no further cost.
   iv) Litigation settlement

e) Which of the following is not a capital expenditure?
   i) Cost of building
   ii) Expenditure incurred on formal opening of factory
   iii) Installation costs
   iv) Initial (first time) Insurance Premium

f) The term imprest system is used in relation to
   i) Purchase book
   ii) Sales book
   iii) Cash book
   iv) Petty cash book

Q.2

a) U.P Rajya Setu Nigam Ltd. was awarded a contract of construction of a bridge for Rs. 100 crores on 01-06-2006. Total contract cost estimated was Rs. 85 crores. The position of the contract on 31-03-2009 and 31-03-2010 was under:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As on 31-03-2009 (In crores)</th>
<th>As on 31-03-2010 (In crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contract Price</td>
<td>100</td>
<td>100</td>
</tr>
<tr>
<td>Contract cost incurred up to date</td>
<td>25</td>
<td>95 (100% complete)</td>
</tr>
<tr>
<td>Estimate contract cost of completion</td>
<td>60</td>
<td>NIL</td>
</tr>
</tbody>
</table>

While closing stock of account on 31-03-2010, the chief accountant treated excess cost of Rs.10 crores incurred as against estimated of Rs. (25+60)= 85 crores as on 31-03-2009 as mistakes in estimation of cost, hence categorized Rs.10 crores (95-85) as prior period expenses. Comment.

b) NDA limited closed its accounting year on 30-06-2010 and the accounts for that period were considered and approved by the board of directors on 20th August, 2010. The company was engaged in laying pipeline for an oil company, deep beneath the earth. While doing the boring work on 1-09-2010 it had met a rocky surface for which it was estimated that there would be extra cost to tune of Rs. 80 Lakhs. You are required to state with reasons, how it would be dealt with in the financial statements for the year ended 30-06-2010.

c) Mention any five features of Schedule-III (or revised Schedule VI of the Companies Act 1956) of the Companies Act 2013.

d) KAY Ltd. is in the process of finalizing its accounts for year ended 31st March, 2014 and furnishes the following information:
   i) Finished goods normally are held for 30 days before sale.
ii) Sales realization from Debtors usually takes 60 days from date of credit invoice.

iii) Raw materials are held in stock to cover one month’s production requirements.

iv) Packing materials, being specifically made for the company and having lead time of 90 days is held in stock for 90 days.

v) The holding period in respect of unfinished goods is 30 days.

You are required to compute the operating cycle of KAY Ltd. as per revised Schedule III of Companies Act, 2013.

Q.3 a) H Ltd. engaged in the business of manufacturing lotus wine. The process of manufacturing this wine takes around 18 months. Due to this reason H Ltd. has prepared its financial statements considering its operating cycle as 18 months and accordingly classified the raw material purchased and held in stock for less than 18 months as current asset. Comment on the accuracy of the decision and the treatment of asset by H Ltd. As per Schedule III.

b) Find out in which of the following cases , separate disclosure required as per the materiality threshold of Schedule III of companies act 2013:

<table>
<thead>
<tr>
<th>Turnover of ABC Ltd as on 31.03.2013</th>
<th>4,00,00,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commission paid</td>
<td>3,20,000</td>
</tr>
<tr>
<td>Repair &amp; maintenance</td>
<td>4,50,540</td>
</tr>
<tr>
<td>Rent received</td>
<td>6,36,000</td>
</tr>
</tbody>
</table>

c) How to disclose Share Application money pending allotment as per schedule III of Companies act 2013.

d) While preparing the final accounts for the year ended as on 31st March, 2010 a company made a provision for bad debts @5% of its total debtors. In the last week of February, 2010 a debtor for Rs.2 Lakhs had suffered heavy loss due to earthquake, the loss was not covered by any insurance policy. In April 2010 the debtor became a bankrupt. Can the company provide for the full loss arising out of insolvency of the debtor in the final accounts for the year ended as on 31st March, 2010.

Q.4 a) A company entered into an agreement to sell its immovable property included in the balance sheet at Rs.5 Lakhs to another company for Rs.20 Lakhs. The agreement to sell was concluded on 31-01-2010 and the sale deed was registered on 30-04-2010. How this will be treated in Balance sheet as on 31-03-2010.

b) State how you will deal with the following matter in the accounts of U Ltd. for the year ended 31st March, 2010 with reference to accounting standard. “The company finds that the stock sheets of 31-03-2009 did not include two pages containing details of inventory worth Rs.14.5 lakh”.

c) What is the classification criteria for Current verses Non-Current liability as per Schedule-III of the Companies Act 2013.

d) ABC Ltd. has taken a bank loan on 01-04-2014 for Rs.20.00/- Lacs, Payable equally in 20 instalments, i.e. 1.00 Lakh P.m. However, loan amount for Rs. 15.00/- lacs expected to be settled with in same year, i.e. year ending as on 31-03-2015. What should be the amount of current liability as per classification criteria
Q.5 Prepare the balance sheet as per Schedule III from the following details of ABC Ltd for 31st March 2012

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount((\times))</th>
<th>Particulars</th>
<th>Amount((\times))</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock</td>
<td>6,80,000/-</td>
<td>Profit &amp; Loss Account</td>
<td>2,60,000/-</td>
</tr>
<tr>
<td>Machinery 1</td>
<td>8,00,000/-</td>
<td>(opening balance of Rs. 1,00,000)</td>
<td></td>
</tr>
<tr>
<td>Current account balance</td>
<td>35,000/-</td>
<td>Debtors</td>
<td>2,87,000/-</td>
</tr>
<tr>
<td>Cash</td>
<td>18,000/-</td>
<td>Property</td>
<td>7,91,000/-</td>
</tr>
<tr>
<td>Equity shares of Rs. 10 each</td>
<td>10,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15% Debentures 2</td>
<td>4,00,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loans 3</td>
<td>6,20,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bills Payable</td>
<td>1,75,000/-</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Creditors</td>
<td>1,56,000/-</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

a) Depreciation charged on machinery is Rs. 80,000/-
b) 15% debentures of Rs.100/- each redeemable at Rs.100/- on 31st March 2012 (Secured by charge on properties).
c) Term Loans- From bank (Secured by first charge on fixed assets) Payable in 45 equal monthly installments.

Q.6 Balance Sheet of ABC Ltd and PQR Ltd as on 31st March 2012

<table>
<thead>
<tr>
<th>Particulars</th>
<th>ABC Ltd ((\times))</th>
<th>PQR Ltd ((\times))</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity Share capital</td>
<td>50,000/-</td>
<td>1,25,000/-</td>
</tr>
<tr>
<td>10% Preference share capital of Rs. 10 each</td>
<td>25,000/-</td>
<td>--</td>
</tr>
<tr>
<td>Reserve &amp; surplus</td>
<td>2,00,000/-</td>
<td>5,00,000/-</td>
</tr>
<tr>
<td>Loan from PQR Limited</td>
<td>30,000/-</td>
<td>--</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,05,000/-</strong></td>
<td><strong>6,25,000/-</strong></td>
</tr>
<tr>
<td>Investment in ABC Ltd</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4000 equity shares</td>
<td>--</td>
<td>1,50,000/-</td>
</tr>
<tr>
<td>1500 Preference shares</td>
<td>--</td>
<td>45,000/-</td>
</tr>
<tr>
<td>Loan to ABC Ltd.</td>
<td>--</td>
<td>30,000/-</td>
</tr>
<tr>
<td>Net Assets</td>
<td>3,05,000/-</td>
<td>4,00,000/-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,05,000/-</strong></td>
<td><strong>6,25,000/-</strong></td>
</tr>
</tbody>
</table>

PQR Ltd acquired equity shares in ABC Ltd for Rs. 1,50,000/- on 01 April 2011 and on that day the balance in the reserves and surplus was Rs. 1,50,000/-. Prepare consolidated balance sheet of PQR Ltd.
End Semester Examination, Dec. 2015  
BBA (G) IB – Sixth Semester  
ENVIRONMENTAL STUDIES (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. All questions carry equal marks:

Q.1 Write short notes any two:  
a) Energy resources.  
b) Acid rain  
c) Value education.  

**PART-A**

Q.2 Define deforestation. What are the main causes and control measures.  

Q.3 Explain the term “ecosystem” and its components.  

Q.4 Write a detailed explanation on natural resources.  

Q.5 Explain disaster management in detail.  

Q.6 Discuss salient features of forest (conservation) act, 1980.  

Q.7 “In terms of continents and countries, the world’s population is very ill-balanced” Explain.
INTEGRATING MIND, BODY AND HEART (IB-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 short notes on any two of the following:
   a) My objective in life.
   b) Respect women.
   c) Ethical dilemma.  5x2

PART-A

Q.2 Discuss the concept of corporate social responsibility (CSR) through Mahatma Gandhi’s statement. “I cannot conceive any higher way worshipping God than by working for the poor”.  10

Q.3 Discuss the ‘seven deadly sins’ as explained by Mahatma Gandhi.  10

Q.4 Mahatma Gandhi is not only father of our nation (India) but is also considered as one of the tallest leaders of world. Write the details of any incident related to his life which brought changes in you also.  10

PART-B

Q.5 Explain in detail Maslow’s Hierarchy of needs. Discuss its relevance for business ethics.  10

Q.6 Write about five changers you would like to bring in your life after studying IMBH.  10

Q.7 Write short notes on any two of the following:
   a) Freudian’s theory.
   b) Non-voilence.
   c) Value of honesty in life.  5x2
Q.1 Define the following in one or two sentence only:
   a) Stress.
   b) Employability.
   c) Presentation.
   d) Decision making.
   e) Leadership.
   f) Mind mapping.
   g) Skills.
   h) Research.
   i) Memory enhancement.
   j) Interview.  

Q.2 What points should be kept in mind while planning your careers? Highlight each point in detail.  

Q.3 How should teams be designed so as to maximize the potential of every team member? What is the role of the leader in this?  

Q.4 Discuss the need of backstage presentation required to make a presentation effective. Also suggest points for the successful delivery of a presentation.  

Q.5 Why do people get stressed? Suggest ways of reducing stress with suitable examples.  

Q.6 Discuss the process of solving a problem in detail.  

Q.7 What factors should a candidate keep in mind before appearing for an interview? What should be included in a CV to make it attractive?
End Semester Examination, Dec. 2015  
BBA (G) IB – Second Semester  
QUANTITATIVE ANALYSIS (IB-202)  

Time: 3 hrs  
Max Marks: 50  
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:  
a) Define statistics and its uses in different fields.  
b) What are the uses of secondary data?  
c) Write formula for mean by assumed mean method.  
d) Why fishers Index number is said to be Ideal?  

PART-A  

Q.2 Calculate standard deviation and mean for the following data:  

<table>
<thead>
<tr>
<th>Scores</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>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>8</td>
<td>15</td>
<td>17</td>
<td>28</td>
<td>25</td>
<td>24</td>
<td>18</td>
<td>9</td>
<td></td>
</tr>
</tbody>
</table>

10  

Q.3 Calculate Mean, Median and mode for the following data:  

<table>
<thead>
<tr>
<th>C.I.</th>
<th>100-150</th>
<th>150-200</th>
<th>200-250</th>
<th>250-300</th>
<th>300-350</th>
<th>350-400</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17</td>
<td>24</td>
<td>33</td>
<td>58</td>
<td>26</td>
<td>19</td>
<td></td>
</tr>
</tbody>
</table>

10  

Q.4 A purchasing agent obtained samples of lamps from two suppliers. He had the samples tested in his own lab for the length of life with the following results.  

<table>
<thead>
<tr>
<th>Length of life (in hours)</th>
<th>Samples from</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Company A</td>
</tr>
<tr>
<td>700-900</td>
<td>10</td>
</tr>
<tr>
<td>900-1100</td>
<td>16</td>
</tr>
<tr>
<td>1100-1300</td>
<td>26</td>
</tr>
<tr>
<td>1300-1500</td>
<td>8</td>
</tr>
</tbody>
</table>

a) Which company’s lamps have greater average life?  
b) Which company’s lamps are more uniform?  

PART-B  

Q.5 For the following data compute the Laspeyres and Paasche's price and quantity index numbers for 2010 with 2004 as the base year:  

<table>
<thead>
<tr>
<th>Commodity</th>
<th>2004</th>
<th>2010</th>
<th>2004</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Quantity</td>
<td>Value</td>
<td>Quantity</td>
<td>Value</td>
</tr>
<tr>
<td>A</td>
<td>50</td>
<td>350</td>
<td>60</td>
<td>420</td>
</tr>
<tr>
<td>B</td>
<td>120</td>
<td>600</td>
<td>140</td>
<td>700</td>
</tr>
<tr>
<td>C</td>
<td>30</td>
<td>330</td>
<td>20</td>
<td>200</td>
</tr>
<tr>
<td>D</td>
<td>20</td>
<td>360</td>
<td>15</td>
<td>300</td>
</tr>
<tr>
<td>E</td>
<td>5</td>
<td>40</td>
<td>5</td>
<td>50</td>
</tr>
</tbody>
</table>
Q.6 Answer the following questions:
a) Write down the different problems arises in the construction of index numbers.  
   b) Why correlation is said to be non-sense? Explain by giving examples.

Q.7 Calculation rank correlation coefficient for supply and demand:

<table>
<thead>
<tr>
<th>Supply:</th>
<th>120</th>
<th>110</th>
<th>120</th>
<th>119</th>
<th>140</th>
<th>125</th>
<th>127</th>
<th>119</th>
<th>140</th>
<th>160</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demand:</td>
<td>240</td>
<td>250</td>
<td>260</td>
<td>266</td>
<td>232</td>
<td>245</td>
<td>255</td>
<td>267</td>
<td>260</td>
<td>232</td>
</tr>
</tbody>
</table>

10
Q.1 Attempt any two:
   a) What is Joint Stock Company? Explain its merits and demerits.
   b) Differentiate between an entrepreneur and a manager.
   c) Write down the various functions of NIESBUD.

   \[5\times 2\]

**PART-A**

Q.2 What is sole proprietorship form of business organization? Explain its merits and demerits.

\[10\]

Q.3 Write notes on:
   a) Partnership.
   b) Co-operative Societies.

\[10\]

Q.4 Write short notes on:
   a) Business as a system.
   b) Business, trade and commerce.

\[5\times 2\]

**PART-B**

Q.5 What is entrepreneurship? Explain its concept and nature. Also explain its contribution for the growth of small scale industries in India.

\[10\]

Q.6 Discuss the support of SIDBI to small scale industries in India. Also discuss its functions and objectives.

\[10\]

Q.7 Write notes on:
   a) FICCI.
   b) CII.

\[5\times 2\]
Q.1 Define the meaning of Hofstede’s five dimensions of cultural analysis. Elaborate on any two of the following dimensions and illustrate the managerial implications of these two dimensions:
   a) Individualism vs Collectivism
   b) Power distance
   c) Uncertainty avoidance

   **PART-A**

Q.2 Why is it important to understand the nuances of cultural differences between societies, in the context of global business? Illustrate your answer with examples of cross-cultural communication, negotiation, managing expats work life interface.

Q.3 Explain with suitable examples, any two of the following:
   a) Ethnocentrism
   b) Cultural baggage
   c) Cultural relativism
   d) Cultural shock

Q.4 What is ‘conflict management’? Is it possible to manage conflicts? Mention some of the attributes and abilities that a global manager must have?

   **PART-B**

Q.5 a) Write a short note on Multiculturalism in India.
   b) Differentiate between ‘verbal’ and ‘non-verbal communication.’

Q.6 Answer any two of the following questions:
   a) What is the difference between microculture and macroculture? Mention any six categories used for understanding microculture and macroculture.
   b) Elaborate the different characteristics of culture.
   c) Highlight the significance of language in cross-cultural communication.

Q.7 **Case study:**

   **Clothing Styles in an Intercultural Setting**

   Analysis of the uncomfortable feelings and cultural judgments that can arise when being surrounded by people who wear other types of clothes.

   I was 16 years old and was travelling with my mother from Sri Lanka to Switzerland, coming back from summer holidays. The flight enclosed a stop in Kuwait city; in the outward flight we only stopped for a short time, without getting off the plane as we
had only to wait for new passengers to come on board. On the return flight, instead, we were asked to get off the plane to take a new one. It was very late in the night but, as we had some minutes left, I decided to turn round the airport, leaving my mother and most part the other passengers in the waiting room. On the outward flight I spoke with a Kuwait man and he talked about Kuwait as a very modern city, where religion was important but where young ladies used to wear modern clothes, too. For that reason I went round the airport peacefully and carefree. As the temperature was very high when we left Colombo city in Sri Lanka, I was wearing very “reduced clothes”. I was going round the airport and like in every international airport all was very ordinary. In fact, airport often seem to be asptic, with little marks local culture/atmosphere.

I was in a shop when I noticed three women totally covered with veils: they were wearing black burkas, a sort of tissue grid hided their faces. I was a little shocked and afraid because it was the first time I saw women so totally covered. I tried to look at them, searching for their eyes, for a kind of face expression allowing me to get in touch with them, also trying to get some kind of comfort through a kind of non verbal communication. Unfortunately it was impossible because they were totally covered and also because, being totally unfamiliar to their culture, I could not understand their non verbal communication codes. Nevertheless, I was feeling that they were observing me. I suddenly felt terribly alone as I realized that I was the only one foreigner in this area of the airport. In few seconds I become conscious that, even if it was in an international the airport. I was in an Muslim country and my clothes were absolutely unsuitable for these women. I was so confused that I don’t remember if there were other people around. The only thing I remember was a bad atmosphere and I was the source of the problem.

Read the case study carefully given above and answer the following questions:

a) Write a brief overview of the case
b) Discuss the role of ‘perception’ and ‘values’ in setting cultural judgment.
c) What do you understand by the term ‘Ethnocentrism’ and ‘Stereotypism’? How would you relate them with the case given above?
Q.1 Define any five of the following:
   a) Signposting.
   b) Audience analysis.
   c) Modes of listening.
   d) Contextual reading.
   e) Factors that affect reading.
   f) Non-verbal communication.  

**PART-A**

Q.2 Answer the following questions:
   a) Explain various introductory strategies which can be used for an impactful starting of presentations.
   b) Describe the principles of an effective listening.  

Q.3 Explain the importance of efficient and effective communication. Also elucidate the do's and don'ts for communicating an effective presentation.  

Q.4 Write a speech on any one of the following:
   a) Importance of ethics in life.
   b) GST bill.
   c) Future of Indian cricket.
   The speech should cover the following points:
    i) Greetings.
    ii) Introduction of the topic.
    iii) Main body of the speech.
    iv) Closing.  

**PART-B**

Q.5 Draft an email to be sent to your friend to congratulate him/her on his/her promotion and to invite him/her for a visit to your sister's wedding (minimum 300 words).  

Q.6 What are the general business etiquettes? Also explain in detail the rules regarding the following:
   a) Instant messaging.
   b) Texting.
   c) Skype.
   d) Telephone communication.  

Q.7 Answer the following:
   a) Explain the various types of essays.
b) What do you understand by Indianism? Explain with the help of suitable examples.
Q.1 Write short notes on (any two):
   a) Risk and return trade off.
   b) Operating cycle.
   c) Classification of cost.
   d) Various type of dividend.

PART-A

Q.2 Attempt the following:
   a) ABC Co. has been given an opportunity to receive `1060/- one year from now. He
      knows that he can earn 6% interest on his investment. The question is: What
      amount will he be prepared to invest for this opportunity?
   b) Calculate the present value of `1000/- received in perpetuity for an infinite period
      taking discount rate of 10%.

Q.3 What is working capital management? Explain various factors determining working
   capital requirements.

Q.4 “Investment, financing and dividend decisions are all inter-related.” Comment.

PART-B

Q.5 From the following information, calculate the net present value of the two projects
   and suggest which of the two projects should be accepted assuming a discount rate
   of 10%.

<table>
<thead>
<tr>
<th></th>
<th>Project X</th>
<th>Project Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Initial investment</td>
<td>`20,000/-</td>
<td>`30,000/-</td>
</tr>
<tr>
<td>Estimated life</td>
<td>5 yrs</td>
<td>5 yrs</td>
</tr>
<tr>
<td>Scrap value</td>
<td>`1,000/-</td>
<td>`2,000/-</td>
</tr>
</tbody>
</table>

The profits before depreciation and after taxes (cash flows) are as follows:

<table>
<thead>
<tr>
<th></th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit X</td>
<td>5,000/-</td>
<td>10,000/-</td>
<td>10,000/-</td>
<td>3,000/-</td>
<td>2,000/-</td>
</tr>
<tr>
<td>Profit Y</td>
<td>20,000/-</td>
<td>10,000/-</td>
<td>5,000/-</td>
<td>3,000/-</td>
<td>2,000/-</td>
</tr>
<tr>
<td>Present value of Rs. 1 @ 10% discount</td>
<td>0.909</td>
<td>0.826</td>
<td>0.751</td>
<td>0.683</td>
<td>0.621</td>
</tr>
</tbody>
</table>

Q.6 What is weighted average cost of capital? Explain with suitable example how WACC
   can be computed.
Q.7 Explain in detail various determinants of dividend policy.
Q.1 Write short notes on any two:
   a) Creation of agency.
   b) Consideration.
   c) Digital signature.

   **PART-A**

Q.2 Distinguish between the following:
   a) Agreement and contract.
   b) Void agreement and illegal agreements.

Q.3 Explain with suitable examples that how free consent and its various elements affect validity of contract.

Q.4 Discuss the nature and extent of surety’s liability in a contact of guarantee.

   **PART-B**

Q.5 Explain various types of goods. What are the effects of destruction of goods?

Q.6 Define discharge of a negotiable instrument. Under which circumstances negotiable instrument is said to be discharged.

Q.7 What do you mean by electronic governance? Discuss the various provisions of IT act with electronic governance.