

B.COM – Ist Year

SEM – I & II

Previous Year

Question Papers

Academic Year:

(2015-16 to 2017-18)



Please Note: This set has been prepared based on the papers received to us from the Examination Cell. It may have missing papers on non-availability of the same.

Seat
No.

B. Com. (Part - I) (Semester - I) Examination, April - 2015

GEOGRAPHY (Paper - I) (Regular)

Commercial Geography

Sub. Code : 59645

Day and Date : Wednesday, 08 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions:
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Neat diagrams and maps should be drawn wherever necessary.
 - 4) Use of map stencils is allowed.

Q1) Choose the correct alternative for following questions :

[10]

- i) Which of the following is a branch of Economic geography?
 - a) Political Geography
 - b) Physical Geography
 - c) Medical Geography
 - d) Commercial Geography
- ii) Who defined the concept of resource?
 - a) R.S. Thoman
 - b) Resal
 - c) Ratzel
 - d) Zimmerman
- iii) To which type does the wind energy resource belong?
 - a) Plenty
 - b) Rare
 - c) Less
 - d) Exhaustible
- iv) In which type of resource does the petroleum include?
 - a) Human resource
 - b) Natural resource
 - c) Abiotic resource
 - d) None of these
- v) How is the wood in coniferous forests?
 - a) Hard
 - b) Medium hard
 - c) Soft
 - d) Medium soft
- vi) Which of the following major factor affects the location of cotton textile industry?
 - a) Market
 - b) Labour
 - c) Capital
 - d) Cotton

P.T.O.



- सूचना :
- 1) सर्व प्रश्न आवश्यक आहेत.
 - 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 3) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.
 - 4) नकाशा स्टेन्सिलस वापरण्यास परवानगी आहे.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा :

[10]

- i) खालीलपैकी कोणती आर्थिक भूगोलाची शाखा आहे?

अ) राजकीय भूगोल	ब) प्राकृतीक भूगोल
क) वैद्यकीय भूगोल	ड) वाणिज्य भूगोल
- ii) साधनसंपत्तीची संकल्पना कोणी स्पष्ट केली.

अ) आर.एस्.थॉमन	ब) रेसल
क) रॅटझेल्	ड) झिम्मेरमन
- iii) पवनउर्जा कोणत्या प्रकारची साधनसंपत्ती आहे?

अ) मुबलक	ब) दुर्मिळ
क) कमी	ड) क्षय
- iv) खनिज तेल हे कोणत्या प्रकारची साधनसंपत्ती आहे?

अ) मानवी संसाधन	ब) नैसर्गिक संसाधन
क) अजैविक संसाधन	ड) या पैकी नाही
- v) सुचीपर्णी अरण्यातील लाकूड कसे असते?

अ) कठीण	ब) मध्यम कठीण
क) मऊ	ड) मध्यम मऊ
- vi) खालीलपैकी कोणता प्रमुख घटक कापड उद्योगधंद्याच्या स्थानिकीकरणावर परीणाम करतो?

अ) बाजारपेठ	ब) मजूर
क) भांडवल	ड) कापूस

vii) खालीलपैकी कोणता देश लोह पोलाद उत्पादनात प्रमुख आहे?

- अ) भारत
ब) पाकिस्तान
क) सं. संस्थाने
ड) पेरू



viii) जगातील सर्वात लांब महामार्ग कोणता?

- अ) मॉस्को-इर्कुटस्क
ब) ट्रान्स-कॅनेडीयन
क) न्यूयॉर्क-सॅनफ्रान्सिको
ड) वाराणसी-कन्याकुमरी

ix) सर्वात स्वस्त वाहतुक प्रकार कोणता?

- अ) जलमार्ग
ब) लोहमार्ग
क) रस्तेमार्ग
ड) हवाई मार्ग

x) भारतातील पहिली इंटरनेटसेवा कधी सुरू झाली?

- अ) 1985
ब) 1990
क) 1993
ड) 1995

प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

अ) वाणिज्य भूगोलाचे स्वरूप व महत्व स्पष्ट करा.
किंवा

संसाधन म्हणजे काय? संसाधनाचे वर्गीकरण करा.

ब) जगातील स्वयंचलीत वाहन उद्योगाची सविस्तर माहिती द्या.
किंवा

उपग्रहसंदेश वहन म्हणजे काय? संगणक जाळे याचे महत्व सांगा.

प्र.3) खालीलपैकी कोणत्याही चार प्रश्नांची उत्तरे थोडक्यात लिहा.

अ) वाणिज्य भूगोल म्हणजे काय?

ब) मृदा व वनस्पतीचे संधारण स्पष्ट करा.

क) सं. संस्थानातील सुती वस्त्रोद्योग स्पष्ट करा.

ड) भारत व जपानमधील स्वयंचलीत वाहन उद्योग स्पष्ट करा.

इ) हवाई वाहतुकीचे फायदे तोटे सांगा.

फ) सं.संस्थानातील अतर्गत जलवाहतुक: चर्चा करा.



Seat
No.

B.Com. (Part - I) (Semester - I) Examination, April - 2015
PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Tuesday, 07 - 04 - 2015

Time : 3.00 p.m. to 5.00 p.m.



Total Marks : 50

- Instructions :** 1) All questions carry equal marks.
 2) Attempt any Five questions out of seven.

- Q1)** Answer the following questions in brief (Any two) : [10]
 a) State the features of marketing.
 b) Explain in brief buying decision process.
 c) Explain concept of marketing information system (MIS).
- Q2)** State the importance of marketing. [10]
- Q3)** Explain social and psychological factors affecting consumer behaviour. [10]
- Q4)** Explain the bases of market segmentation. [10]
- Q5)** Describe various steps in marketing research. [10]
- Q6)** State the importance of market segmentation. [10]

P.T.O.

Q7) Write short notes (any two) :

[10]

- Company orientation towards market place.
- Significance of consumer behaviour.
- Importance of marketing research.



APR-15

Marketing

मराठी रूपांतर

- सूचना :
- सर्व प्रश्नांना समान गुण आहेत.
 - सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- विपणनाची वैशिष्ट्ये स्पष्ट करा.
- खरेदी निर्णय प्रक्रिया थोडक्यात वर्णन करा.
- विपणन माहिती पध्दती संकल्पना स्पष्ट करा.

प्र.2) विपणनाचे महत्व स्पष्ट करा.

[10]

प्र.3) उपभोक्त्याच्या वर्तनपध्दतीवर परिणाम करणारे सामाजिक व मानसशास्त्रीय घटक स्पष्ट करा.

[10]

प्र.4) बाजारपेठ विभाजनाचे आधार वर्णन करा.

[10]

प्र.5) विपणन संशोधनामधील विविध टप्पे वर्णन करा.

[10]

प्र.6) बाजारपेठ विभाजनाचे महत्व स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)



- अ) कंपनीची विपणन अभिमुखता
- ब) उपभोक्त्याच्या वर्तणूकीचे महत्व
- क) विपणन संशोधनाचे महत्व



Seat
No.



O - 07

Total No. of Pages : 2

B. Com. (Part - I) (Semester - I) Examination, April - 2015
BUSINESS MATHEMATICS (Paper - I) (Regular)
Sub. Code : 59644

Day and Date : Wednesday, 08 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions:
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any two : [10]

- a) State any one property of a determinant and verify by an illustration.
- b) If the first of an A.P. is 5 and common difference is 2, Find the 30th term (T_{30}) and sum of first 30 terms (S_{30}).
- c) Find the compound interest on Rs.600 at 5% p.a. rate for 3 years.

Q2) Define G.P. In a G.P. the third term is 63 and fifth term is 567. Find the first term (a) and common ratio (r) and hence find the fourth term (T_4). [10]

Q3) Define diagonal matrix. Find inverse of the matrix A by taking its adjoint if, [10]

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

Q4) Define feasible region. Find the maximum value of $Z = 3x + 4y$ subject to the constraints, $2x + y \leq 8$, $4x + 7y \leq 28$, $x \geq 0$, $y \geq 0$. [10]

P.T.O.

Q5) Define scalar matrix. If, $A = \begin{bmatrix} 2 & 1 & 0 \\ -1 & 3 & 2 \end{bmatrix}$ and $B = \begin{bmatrix} 1 & 2 \\ 3 & 0 \\ 0 & 1 \end{bmatrix}$



find $|AB|$ and $|BA|$. Is $|AB| = |BA|$?

[10]

Q6) Define the terms : Simple interest and compound interest. The difference between the simple and compound interest on a certain sum for 2 years at 5% p.a. rate of interest is 80 Rs. What is the sum?

[10]

Q7) Attempt any TWO.

[10]

i) Show that a matrix $A = \begin{bmatrix} 1 & 0 \\ 2 & -3 \end{bmatrix}$ satisfies the equation $A^2 + 2A - 3I = 0$

Where I is unit matrix.

ii) If $A = \begin{bmatrix} -2 & 0 \\ 1 & 3 \end{bmatrix}$ and $B = \begin{bmatrix} 3 & 5 \\ -7 & 2 \end{bmatrix}$

Find a matrix X s.t $2A - 3B + 5X = 0$

iii) Using cramer's rule, solve the equations, $7x - 8y + 10 = 0$ and $x + y = 5$



Seat
No.

B.Com. (Part - I) (Semester - I) Examination, May - 2015
BUSINESS ECONOMICS (Paper - I)

Sub. Code : 59638

Day and Date : Friday, 15 - 05 - 2015

Time : 03.00 p.m. to 05.00 p.m.

Instructions : 1) All questions carry equal marks.

2) Attempt any five questions out of seven.



Total Marks : 50

Q1) Write short answers (Any two) : [10]

- State the profit maximization goal of business firm.
- What are external economies of scale?
- Explain autonomous goods and derived goods.

Q2) State nature and scope of business economics. [10]

Q3) What are the types of price elasticity of demand? [10]

Q4) State an importance demand forecasting in business decision making. [10]

Q5) Explain the law of variable proportion. [10]

Q6) State internal economies of scale. [10]

Q7) Write short notes (Any Two) : [10]

- Cross elasticity of demand.
- Fixed and variable inputs.
- Interview method.

Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, May - 2015
BUSINESS ECONOMICS (Paper - I)

Sub. Code : 59638

Day and Date : Friday, 15 - 05 - 2015

Time : 03.00 p.m. to 05.00 p.m.

Instructions :

- 1) All questions carry equal marks.
- 2) Attempt any five questions out of seven.



Total Marks : 50

Q1) Write short answers (Any two) :

[10]

- a) State the profit maximization goal of business firm.
- b) What are external economies of scale?
- c) Explain autonomous goods and derived goods.

Q2) State nature and scope of business economics.

[10]

Q3) What are the types of price elasticity of demand?

[10]

Q4) State an importance demand forecasting in business decision making.

[10]

Q5) Explain the law of variable proportion.

[10]

Q6) State internal economies of scale.

[10]

Q7) Write short notes (Any Two) :

[10]

- a) Cross elasticity of demand.
- b) Fixed and variable inputs.
- c) Interview method.



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) उद्योगसंस्थेचे महत्तम नफ्याचे उद्येष्ट स्पष्ट करा.
ब) बहिर्गत बचती म्हणजे काय?
क) स्वायत्त वस्तू आणि प्रेरित वस्तू स्पष्ट करा.
- प्र.2) व्यावसायिक अर्थशास्त्राचे स्वरूप आणि व्याप्ती विषद करा. [10]
- प्र.3) मागणीच्या किंमत लवचिकतेचे प्रकार कोणते आहेत? [10]
- प्र.4) मागणी अनुमानाचे व्यावसायिक निर्णयप्रक्रियेमधील महत्व विषद करा. [10]
- प्र.5) बदलत्या प्रमाणाचा नियम स्पष्ट करा. [10]
- प्र.6) उत्पादनाच्या अंतर्गत बचती विषद करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]
अ) मागणीची छेदक लवचिकता
ब) स्थिर आणि बदलती आदाने
क) मुलाखत पद्धती

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Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, April - 2015

FINANCIAL ACCOUNTING (Paper - I) (Regular)

Sub. Code : 59640

Day and Date : Monday, 06 - 04 - 2015

Time : 03.00 p.m. to 05.00 p.m.



Total Marks : 50

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

Q1) Following are the Balance Sheets of two firms viz. M/s A & B and M/s X & Y as on 31st March, 2011.

Balance Sheets as on 31st March, 2011.

Liabilities	M/s A & B	M/s X & Y	Assets	M/s A & B	M/s X & Y
S. Creditors	20,000	25,000	Cash at Bank	5,600	6,700
Bills payable	10,000	5,000	Stock	20,400	18,300
Capitals :			S. Debtors	15,000	20,000
A	40,000	-	Office premises	40,000	-
B	20,000	-	Furniture	4,000	20,000
X		24,000	Bills Receivable	5,000	5,000
Y		16,000			
	90,000	70,000		90,000	70,000

The two firms decided to Amalgamate their business as on 1st April, 2011 on the following conditions.

- a) Goodwill of M/s A & B be fixed at Rs. 8,000/- and that of X & Y at Rs. 10,000/-.
- b) Premised be valued at Rs. 50,000/-.

P.T.O.



- c) Stock of M/s A & B be written down by Rs. 4,000 and that of M/s X & Y be written up by Rs. 2,000/-.
- d) A provision for R.D.D. be created on Sundry Debtors at 5% in both firms.
- e) A create 5% discount on Sundry Creditors of both the firms.

You are required to prepare

- i) Revaluation A/c and Partners capital A/c in both the firms. [10]
- ii) Opening Balance Sheet in the books of the New firm. [10]

Q2) Attempt any Two (A, B and C) : [20]

- a) Asha, Usha and Lata were in partnership, sharing profit and losses in the proportion of 3:2:1 respectively. They decided to convert their business into Ltd., company name and style of "Komal Company Ltd.," when their Balance Sheet was as follows :

Balance Sheet as on 31.3.2012

Liabilities	Rs.	Assets	Rs.
Creditors	18,000	Land & Building	41,400
Capitals :		Stock	10,000
Asha	21,400	Debtors	10,000
Usha	16,000	- R.D.D.	<u>2,000</u>
Lata	<u>14,000</u>	Cash	7,000
	51,400	Profit & Loss	3,000
	<u>69,400</u>		<u>69,400</u>

The company take over all the Assets and Liabilities of the firm, the purchase consideration being Rs.52,800 payable as to Rs. 12,800 in cash and the balance in equity shares of Rs. 10 per share of the company.

You are asked to prepare Realisation A/c and Partners Capital A/c in the books of the firm. [10]

OR

- b) Dr. Manish (Bhav) Raje commenced practice as a Dentist on 1st April, 2012. He supply you the following Receipts and Payments A/c for the year ending 31st March, 2013.

Receipts and Payments A/c

Receipts	Rs.	Payments	Rs.
To Capital introduced	25,000	By Furniture	12,000
To Visit fees	56,000	By Equipments	25,000
To Receipts from Dispensing	44,000	By Purchase of Drugs	30,000
To Miscellaneous Receipts	1,100	By Salaries	18,000
		By Rent & taxes	15,000
		By Conveyance	4,000
		By Stationery	1,500
		By Drawings	12,000
		By Balance C/d	8,600
	1,26,100		1,26,100

Amounts still receivable on account of visit fees and dispensing are Rs. 10,000/- and Rs. 6,000/- respectively. Salary to Assistant yet to be paid Rs. 2,000/-. 50% of conveyance is for domestic purpose. Furniture and Equipments to be depreciated by 10% and 5% respectively.

Prepare Receipts and Expenditure A/c of Dr. Manish (Bhav) Raj. [10]

OR

- c) Mithun and Manish were equal partners. The Balance Sheet of the Business as on 31st March, 2012 was as under.

Balance Sheet as on 31.03.2012

Liabilities	Rs.	Assets	Rs.
Capitals :		Bank Balance	18,000
Mithun	60,000	S. Debtors	24,000
Manish	40,000	Stock	25,000
General Reserve	9,000	Machinery	15,000
S. Creditors	20,000	Building	57,000
Bills payable	10,000	Furniture	15,000
10% Mortgage Loan	15,000		
	1,54,000		1,54,000

On 1st April, 2012 Ashuji Ltd., was formed to acquire the business on the following conditions.



- i) Building and stock to be taken over at Rs. 60,000/- and Rs. 28,000/- respectively. The other assets to be taken at book values and Sundry Debtors subject provision for R.D.D. at 5%.
- ii) The Goodwill of the firm to be valued at Rs. 42,000/-.
- iii) The firm to discharge the 10% mortgage land and the other Liabilities to be taken at 5% discount.
- iv) Realisation expenses amounted to Rs. 1,000/-
- v) The purchase consideration to be satisfied by issuing 12,000 Equity shares of Rs. 10 each and balance in cash.

You are required to compute the purchase consideration of the firm. [10]

Q3) Write Short Notes (Any Two) :

[10]

- a) Objectives of Accounting.
- b) Purchase consideration.
- c) Accounting Principles.
- d) Receipts and Expenditure A/c.



Seat No.	
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B. Com. (Part - I) (Semester - I) Examination, April - 2015

TAX PROCEDURE AND PRACTICE (Paper - I) (Regular)

Indian Income Tax System and IT Laws

Sub. Code : 55851

Day and Date : Tuesday, 07 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions:
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

Q1) Write short notes on (Any two) : [10]

- a) Income year.
- b) Assessee person.
- c) Agricultural Income.
- d) U/S 80 (C).

Q2) What is Tax? Explain the Income Tax. [10]

Q3) Distinguish between Salary Income and House Property Income. [10]

Q4) Mr. X Resident in Mumbai. He gets Rs. 8,00,000 Basic salary. He pays house Rent of Rs. 10,000 per month. He is receipt H.R.A. from his Employer at Rs. 9,000 P.M. You are request to find out the taxable H.R.A. for A.Y. 2013 - 2014. [10]

P.T.O.

Q5) Mr. A has following salary income during year 2013-2014. You are request to compute his taxable salary income for A.Y. 2014-2015. [10]



- Basic salary Rs.7,80,000
- AGP Rs. 1,40,000
- D.A. (on Basic and A.G.P.) 55% as a part of benefit
- Educational allowance for 03 children 10,400
- Professional Tax of Rs.2,500
- Income tax paid by company of Rs. 15,000

Q6) Mr. R. Aravid owes a house property at Kolhapur. He has been provided his house property information during the F.Y. 2013 - 2014. [10]

- | | |
|---------------------------------------|---------------|
| a) F.R.V. | Rs. 10,00,000 |
| b) S.R.V. | Rs. 8,00,000 |
| c) A.R. Received | Rs. 5,60,000 |
| d) Municipal value | Rs. 9,00,000 |
| e) Municipal Tax paid 10% | |
| f) Housing interest paid on H.P. Loan | Rs. 95,000 |

Your required to compute the H.P. Income for I.T. purpose.

Q7) Mr. Vinayak Madhvnagrware of Benglore sold his property on 10 March 2013. For Rs. 50,00,000. This property was purchased by Mr. Vinayak on 01/10/2005, for Rs. 12,00,000. He maid additional expenses of Rs. 14,00,000 for repairs and coloring of the house, during the year, 2006-07. [10]

Index cost is	2011-2012	785
	2004-2005	480
	2006-2007	519
	1981-1982	100

Calculate the Capital Gain of Mr. Vinayak Madhvnagrware for A.Y. 2012-2013.



Seat No.	
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B. Com. (Part - I) (Semester - I) Examination, April - 2015

SERVICE TAX (Regular)

Tax Procedure and Practice (Vocational) (Paper - II)

Sub. Code : 55862

Day and Date : Wednesday, 08 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions: 1) All Questions carry equal marks.
2) Attempt any five questions out of seven.

- Q1)** Write short notes on (Any two) [10]
 a) Practicing Chartered Accountants
 b) Interior Designer
 c) Extent, Applicability and commencement
 d) Beauty Treatment
- Q2)** Explain in brief Evolution and need of service tax? [10]
- Q3)** Explain the payment of service tax? What is the mode of payment of services tax? Explain the due dates of payment of services tax? [10]
- Q4)** Explain in brief Exempt service? [10]
- Q5)** Miss Neha is practicing Company Secretary. She is already registered under service tax 2006-07. She received following amount during the year 2013-14
- | | |
|--|----------------|
| a) Fees for registration of companies | Rs. 3,98,000/- |
| b) Fees for merger of Companies | Rs. 5,50,000/- |
| c) Fees for drafting of MOU's of companies | Rs. 2,55,000/- |
| d) Fees for secretarial Auditors Services | Rs. 5,90,000/- |
| e) Fees for Attending a client before CLB under the notices received from CLB. | Rs. 1,00,500/- |
| f) Salary from a part time lectureship | Rs. 50,000/- |
- [10]

P.T.O.

Q6) Mahaveer Pvt Ltd. is engaged in providing advertising services for the month of June 2013 its gross receipt were Rs. 15,60,000/- The breakup of these receipt is as follow. [10]

Month in which services are performed

Month	Values
May	Rs. 7,60,000/-
June	Rs. 3,50,000/-
July	Rs. 4,50,000/-



In the financial year 2012-13 Mahaveer Pvt Ltd. had provided Rs 12,50,000/- as services. State the amount of Service tax payable by Mahaveer Pvt Ltd. for the month of June 2013 and the date by which it is required to make payment?

Q7) State briefly whether following person are liable to apply for registration under finance Act 1994 and the service tax Rules 2005 and if so from what date. [10]

- Small services provider whose aggregate value of taxable services Rs.8,90,000/-
- Small services provider whose aggregate value of taxable services is Rs. 9,20,000/-
- AB & Co provided services as follow
Aggregate value of services upto 31/06/2012 (i.e before the services became taxable) Rs. 3,00,000/-
Aggregate values of taxable services from 01/07/2012 to 31/03/2013 Rs. 7,00,000/-
- A provider of taxable services starts his business on 11/09/2012 and its aggregate value of taxable services as on 10/11/2012 is Rs. 9,00,000/-



B) Do as directed:

[5]

- a) Give antonym of 'bright'.
- b) Give synonym of : 'ornate'.
- c) Form a word using suffix 'ful'.
- d) Give the noun form of 'suggest'



Q2) A) Answer the following questions in 2-3 sentences each :

[9]

- a) How did the two girls behave at ten?
- b) Describe the scene to the north of the Walapat House.
- c) What is now the time for the negroes to do?
- d) Who reproaches the speaker? Why?
- e) What does the blind boy want to know?

B) Write short notes in about 50-60 words each (Any Two) :

[6]

- a) The poet's reflection on money.
- b) Martin Luther's warning to the negroes.
- c) Mr. Quick, a victim.

Q3) A) Suppose you are Kavita Kale. Write a Fax to your business associate in Delhi to receive you at the airport and to arrange for your accommodation in Delhi for two days. Inform about your flight and time of arrival. Imagine necessary details. [6]

B) Write an email to travel company requesting to send the proposed plan of North India tour in Diwali vacation. Imagine necessary details. [6]

Q4) A) Write circular letter for the following situation. Imagine necessary details. [6]
The New Publications Ltd, Mumbai wants to open a new branch in Kolhapur.

B) Prepare your C.V. which is suitable to the following advertisement. [7]

WANTED

Sales Representative
Graduate with passion for Sales,
good communication skills in English and
Hindi is essential, candidates should
have a two wheeler with driving license,
apply within 10 days, Manager, Alto India Ltd,
Plot No. 10, MIDC Shirol, Kolhapur





Seat No. []

B.Com (Part - I) (Semester - I) Examination, November - 2015
ENGLISH (Compulsory) (Paper - I)
English for Business Communication
Sub. Code : 59637

Day and Date : Thursday, 26 - 11 - 2015
Time : 03.00 p.m. to 05.00 p.m.

Total Marks : 50

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

SECTION I
Reading Comprehension

Q1) A) Complete the following sentences by choosing the correct alternative.[5]

- i) The garden belong to the ...
a) parents b) government
c) children d) king
ii) To Kamala Das, ... seemed meaningless at that time.
a) Popularity b) generosity
c) property d) austerity
iii) We refuse to believe that bank of justice is ...
a) corrupt b) bankrupt
c) unfair d) just
iv) The theme of the poem, Money is ...
a) using money to enjoy life
b) saving money
c) keeping money safe
d) keeping money for retirement
v) The speaker in the poem, The Blind Boy is ...
a) a school boy b) a village boy
c) a poor boy d) a visually challenged boy

B) Do as directed.

- i) Give the antonym of 'firm'
ii) Give the synonym of 'certain'
iii) Form a new word by using suffix 'ful'.
iv) Form a new word by using Prefix 'mis'.
v) Give the verb form of 'beautiful'.

[5]

Q2) a) Answer the following questions in 3 to 4 sentences each. (Any Three)[9]

- i) How did the two girls behave at tea?
- ii) Describe the presence of Mahatma Gandhi in the Nalapat House.
- iii) When will the Negro be satisfied?
- iv) What does Money advise us to do?
- v) What is the speaker's approach towards life in The Blind Boy?

b) Write short notes on Any Two of the following in about 50-60 words each. [6]

- i) Quick's realization in the end.
- ii) The grandmother in The Nalpat House
- iii) Martin Luther King's advice to the Negroes

SECTION II

Communication Skills

Q3) a) Suppose you are manager of Samsung Company. Send fax to your Sales Manager asking him to send the details of sales of T. V. and Mobile during the last six months. Imagine necessary details. [6]

b) Write an e-mail to your supplier asking him to send the latest price quotation of cell phones, washing machines and schemes of Dasara offer. Imagine necessary details. [6]

Q4) a) Write an office order asking employee to submit their monthly work report within stipulated time. [6]

b) Imagine that you are commerce graduate and prepare your own standard C. V. [7]



Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, December - 2015

GEOGRAPHY (Paper - I)

Commercial Geography

Sub. Code : 59645

Day and Date : Wednesday, 02- 12 - 2015

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Neat diagrams and maps should be drawn wherever necessary.
 - 4) Use of map stencils is allowed.

Q1) Choose correct alternative for following questions:

[10]

- i) Which of the following is a branch of Economic Geography?
 - a) Medical Geography
 - b) Social Geography
 - c) Historical Geography
 - d) Commercial Geography
- ii) What type of resource is solar energy?
 - a) Human resource
 - b) Inexhaustible resource
 - c) Exhaustible resource
 - d) None of these
- iii) Which of the following resource is exhanstible?
 - a) Mineral resource
 - b) Solar energy
 - c) Water
 - d) None of these
- iv) In which type of resource does the Animal life include?
 - a) Human resource
 - b) Abiotic resource
 - c) Biotic resource
 - d) None of these
- v) Which of the following Economic factor effects on industrial location?
 - a) Animal life
 - b) Climate
 - c) Capital
 - d) Soil
- vi) Where the dense evergreen forests are found?
 - a) Temperate zone
 - b) Polar region
 - c) Savana Grass lands
 - d) Equatorial region

P.T.O.



- vi) घनदाट सदाहरीत अरण्ये कोठे आढळतात ?
- अ) समशितोष्ण विभाग ब) ध्रुवीय प्रदेश
क) सँव्हाना गवताळ प्रदेश ड) विषुववृत्तीय विभाग
- vii) कोणता देश लोकर निर्यात करतो ?
- अ) नेपाळ ब) ऑस्ट्रेलिया
क) पाकीस्तान ड) फ्रान्स
- viii) खालीलपैकी कोणता देश सुतीकापड उद्योगात प्रमुख आहे ?
- अ) भूतान ब) भारत
क) रशिया ड) बांग्लादेश

प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

- अ) वाणिज्य भूगोल म्हणजे काय ? वाणिज्य भूगोलाचे स्वरूप आणि व्याप्ती यांची माहिती द्या. [10]
- किंवा
- साधनसंपत्ती म्हणजे काय ? साधनसंपत्तीचे वर्गीकरण करा ? [10]
- ब) जगातील लोह पोलाद उद्योगाची माहिती द्या. [10]
- किंवा
- उपग्रह संदेशवहनाचे महत्व सांगा. [10]

प्र.3) खालीलपैकी कोणत्याही चार प्रश्नांची थोडक्यात उत्तरे लिहा. [20]

- अ) वाणिज्य भूगोलाची ओळख विशद करा.
- ब) साधनसंपत्तीचे संधारण म्हणजे काय ?
- क) जंगलसंपत्तीचे महत्व विशद करा.
- ड) भारतातील सूती कापड उद्योगाची माहिती द्या.
- इ) उद्योगाच्या स्थानिकीकरणावर कोणते नैसर्गिक घटक परिणाम करतात ?
- फ) रस्ता वाहतुकीचे गुण- दोष विशद करा.



Seat
No.



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Total No. of Pages : 2

B. Com. (Part - I) (Semester - I) Examination, December - 2015

PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Tuesday, 01 - 12 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

Instructions : 1) Attempt any five question out of seven.
2) Figures to the right indicate full marks.

Q1) Answer the following questions in brief (any two) [10]

- State the features of marketing.
- Explain in brief, the concept of targeting.
- State the economical factors affecting consumer behaviour.

Q2) Explain the bases of market segmentation. [10]

Q3) Explain the importance of marketing. [10]

Q4) What is consumer behaviour? State it's importance. [10]

Q5) Describe the steps in marketing research. [10]

Q6) What is marketing information system (MIS)? Elaborate various components of marketing information system. [10]

Q7) Write Shorts Notes (any two) [10]

- The buying decision process
- Core concept of marketing
- Concept of positioning

P.T.O.



मराठी रूपांतर

- सूचना : 1) सातपैकी कोणतेही पाच प्रश्न सोडवा.
2) उजवीकडील अंक गुण दर्शवितात.

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) विपणनाची वैशिष्ट्ये स्पष्ट करा.
ब) लक्ष्य निश्चीतीकरण संकल्पना थोडक्यात विशद करा.
क) उपभोक्त्याच्या वर्तणूकीवर परिणाम करणारे आर्थिक घटक स्पष्ट करा.
- प्र.2) बाजारपेठ विभाजनाचे आधार वर्णन करा. [10]
- प्र.3) विपणनाचे महत्व वर्णन करा. [10]
- प्र.4) उपभोक्त्याची वर्तणूक म्हणजे काय? तिचे महत्व स्पष्ट करा. [10]
- प्र.5) विपणन संशोधन प्रक्रियेमधील टप्पे विशद करा. [10]
- प्र.6) विपणन माहिती पध्दती म्हणजे काय? विपणन माहिती पध्दतीचे विविध घटक स्पष्ट करा. [10]
- प्र.7) टिपा लिहा. (कोणत्याही दोन) [10]
अ) खरेदी निर्णय प्रक्रिया
ब) विपणनाची गाभाभूत संकल्पना
क) स्थान निश्चीतीकरण संकल्पना.





Seat No.	
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Total No. of Pages : 2

B.Com. (Part - I) (Semester - I) Examination, November - 2015

BUSINESS ECONOMICS (Paper - I)

Sub. Code : 59638

Day and Date : Friday, 27 - 11 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

Q1) Write short answers. (Any Two) [10]

- a) State the features of business economics.
- b) What are autonomous goods and derived goods?
- c) State the external economies of scale.

Q2) State the nature and scope of Business Economics. [10]

Q3) Explain the types of price elasticity of demand. [10]

Q4) State the law of returns to scale. [10]

Q5) State an importance of demand forecasting in business decision making. [10]

Q6) State internal economies of scale. [10]

Q7) Write short notes. (Any Two) [10]

- a) Fixed and Variable inputs.
- b) Income elasticity of demand.
- c) Graphical method.

P.T.O.

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

- प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन): [10]
 अ) व्यावसायिक अर्थशास्त्राची वैशिष्ट्ये स्पष्ट करा.
 ब) स्वायत्त वस्तू आणि परोक्ष वस्तू म्हणजे काय?
 क) उत्पादनाच्या बहिर्गत बचती विषद करा.
- प्र.2) व्यावसायिक अर्थशास्त्राचे स्वरूप व व्याप्ती स्पष्ट करा. [10]
- प्र.3) मागणीच्या किंमतलवचिकतेचे प्रकार स्पष्ट करा. [10]
- प्र.4) उत्पादनप्रमाणफलाचा नियम स्पष्ट करा. [10]
- प्र.5) मागणी अनुमानाचे व्यावसायिक निर्णयप्रक्रियेमधील महत्व विषद करा. [10]
- प्र.6) उत्पादनाच्या अंतर्गत बचती विषद करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]
 अ) स्थिर आणि बदलती आदाने
 ब) मागणीची उत्पन्न लवचिकता
 क) आलेख पध्दती.



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - I) Examination, December - 2015

BUSINESS MATHEMATICS (Paper - I)

Sub. Code : 59644

Day and Date : Wednesday, 02 - 12 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Attempt any five questions.
 - 2) Figures to the right indicates full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any TWO :

[10]

- a) A machine depreciates at the rate of 10% of its value every year. Find its value at the end of 4 years, if it was purchased for Rs. 50,000.
- b) The terms in G.P. are 3, 6, 12, 24, Find the sum upto 5th term.

c) Find the value of x if,
$$\begin{vmatrix} 1 & -2 & 3 \\ 2 & x & 4 \\ -1 & 2 & 3 \end{vmatrix} = 0$$

Q2) Define feasible region. Solve the following L.P.P. by graphical method. [10]

Maximize, $Z = 6x + 7y$

Subject to, $2x + 3y \leq 12$

$2x + y \leq 8$

$x \geq 0, y \geq 0.$

Q3) Define, Simple interest and compound interest. The compound interest on Rs. 3,180 for a certain period at 6% p.a. is Rs. 1,590. Find the period. [10]

P.T.O.



Q4) Define inverse of a matrix.

Find the inverse of matrix A by adjoint method

$$A = \begin{bmatrix} 1 & 4 & 0 \\ -1 & 2 & 2 \\ 0 & 0 & 2 \end{bmatrix}$$

Q5) Define Arithmetic Progression (A.P.). If the third term and sixth term of an A.P. are 7 and 13 respectively. Find the first term (a) and common difference (d). Also find the sum of the 24 terms. [10]

Q6) If, $A = \begin{bmatrix} 2 & 1 & 0 \\ -1 & 3 & 2 \end{bmatrix}$ and $B = \begin{bmatrix} 1 & 2 \\ 3 & 0 \\ 0 & 1 \end{bmatrix}$ [10]

Then

a) Find $|AB|$

b) Show that $AB \neq BA$.

Q7) Attempt any TWO : [10]

a) Solve the following equations by using Cramer's rule,
 $5x + 4y + 9 = 0$, $8x + 7y + 21 = 0$

b) If $A = \begin{bmatrix} 3 & 1 \\ -2 & 2 \end{bmatrix}$. Find $A^2 - 5A + 7I$.

c) A dealer can sell two types of articles A and B. He earns Rs. 5 on one unit of A and Rs. 7 on one unit of B. He can however, sell atmost 400 units of A and 300 units of B. He cannot have more than 600 units of A and B together. Formulate this problem for maximum profit.

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Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, November - 2015

FINANCIAL ACCOUNTING (Paper - I)

Sub. Code : 59640

Day and Date : Monday, 30 - 11 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) A and B were partners sharing profits and losses in the ratio of 75%:25% and C and D were partners sharing profits and losses in the ratio of 60% : 40%. Following were their Balance sheet as on 31st March, 2013.

Balance sheet as on 31st March, 2013

Liabilities	A&B ₹	C&D ₹	Assets	A&B ₹	C&D ₹
Capital Accounts			Land	25,000	18,000
A	30,000		Plant	-	18,000
B	16,000		Furniture	1,500	-
C		20,000	Stock	20,000	9,000
D		25,000	Bills Receivable	3,000	-
Creditors	37,500	15,000	Debtors A&B C&D		
Bank loan		3,000	16,000 10,000		
Reserve fund	4,000	-	Less RDD (-) 500 (-) 800	15,500	9,200
			Cash	22,500	8,800
	87,500	63,000		87,500	63,000



The two firms amalgamated on 1st April 2013 on the following terms:

- i) Goodwill of A & B was fixed at ₹ 20,000 and that of C & D was fixed at ₹ 30,000, which was to be retained in the books of new firm.
- ii) Furniture of A & B was not taken over by the new firm, which was taken over by A at ₹ 1,350.
- iii) Stock of C & D was not taken over by the new firm but of A & B was taken over at ₹ 19,200.
- iv) A & B sold their land for ₹ 30,000 but C & D was taken over by the new firm at ₹ 25,000.
- v) Bank loan of C & D was not taken over by the new firm which was settled by C & D at ₹ 2,900.
- vi) A provision of 5% was to be maintained on debtors of both the firms for the bad and doubtful debts where as a provision for discount on creditors was to be maintained at 2% on creditors of both the firms.

You are required to prepare

- i) Revaluation A/c and Partners capital A/c in both the firms. [10]
- ii) Opening Balance sheet in the books of the new firm. [10]

Q2) Attempt any two (A, B & C)

A) 'P Ltd'. was formed to acquire the business of X, Y and Z, who share profits and losses in the ratio 2:1:1 respectively. The Balance sheet of the partnership firm on 31-03-2013 was as follows:

• Balance sheet as on 31st March, 2013

Liabilities	₹	Assets	₹
Sundry creditors	96,000	Plant & Machinery	1,48,000
Bills payable	64,000	stock	68,000
Investment fluctuation fund	20,000	Debtors	76,000
Capital Accounts		Vehicles	40,000
X	1,00,000	Investments	40,000
Y	48,000	Cash in hand	4,000
Z	48,000		
	3,76,000		3,76,000

'P Ltd.' took Plant & Machinery, Stock and Debtors at 10% less than the book value and agreed to pay ₹ 40,000 for the Goodwill. It also agreed to pay the creditors at book value. The purchase consideration was satisfied in 1,600 shares of ₹100 each and the balance in cash. X took the Vehicles at ₹ 32,000. Investment were sold in the market for ₹ 36,000. The partnership firm paid bills payable at 10% discount. Realisation expenses amounted to ₹ 9,200. You are asked to prepare Realisation A/c and Partners capital A/c in the books of the firm. [10]

OR

- B) Dr. Swati commenced her practice on 1st April 2012 with Rs. 15,000. Her Receipts and Payments Account for the year ending 31st March, 2013 was as under:

Receipts & Payments A/c. for the year ending 31-3-2013

Receipts	₹	Payments	₹
To Cash Introduced	15,000	By Furniture	4,000
To visits	20,000	By Equipments	5,000
To Receipts from		By Purchase of Drugs	3,000
Dispensing	12,000	By Salary of Assistant	2,400
To Sundry Receipts	500	By Rent	1,800
		By Travelling Expenses	1,200
		By Stationery	100
		By Lighting	200
		By Journals	300
		By Drawings	10,000
		By Balance	19,500
	47,500		47,500

Amounts outstanding for visits and dispensing were ₹1,200 and 900 respectively. Salary payable to Assistant amounted to ₹600. 40% of travelling expenses were to be domestic purpose. Stock of drugs on 31-3-2013 was ₹800. Amount payable for purchase of drugs was ₹300. Furniture and Equipments to be depreciated at 10%. Prepare Receipts and Expenditure A/c of Dr. Swati.

[10]

OR

- C) Ravi and Sunil were partners sharing profits in the ratio of 3:1 respectively. Their Balance sheet as on 31-3-2013 was as follows.

3.1



Balance sheet

Liabilities	₹	Assets	₹
Creditors	20,000	Fixed Assets	50,000
Bills Payable	4,000	Loose Tools	4,000
Ravi's loan A/c	6,000	Bills Receivable	8,000
Liabilities for repairs	4,000	Stock	15,000
General Reserve	8,000	Debtors	14,000
Capital A/cs		Less. R.D.D	<u>2,000</u>
Ravi	32,000	Cash in hand	2,000
Sunil	17,000		
	<u>91,000</u>		<u>91,000</u>

The partnership was converted into Ltd. company on that date, subject to the following adjustments.

- Fixed Assets include a Motor car of Rs. 8,000.
- The company agreed to take over fixed Assets at ₹ 52,000. Stock at ₹ 14,000 and Debtors at ₹ 13,000. The company also agreed to pay creditors and Bills payable at 10% discount.
- Motor car was sold by the firm for Rs. 10,000.
- Bills Receivable were taken over by Ravi for ₹ 7,000 where as Sunil took the loose tools for ₹ 3,000.
- Ravi's Loan and liability for Repairs were paid in full.
- Realisation expenses amounted to ₹ 2,400.
- Goodwill was valued at 3 years purchase of the average profits of the last 4 years. The profit figures are as follows: 2010 profit ₹ 4,000, 2011 Profits ₹ 8,000, 2012 loss ₹ 2,000 and 2013 profit ₹ 14,000.
- The purchase consideration was discharged by issuing 7,500 equity shares of ₹ 10 each at ₹ 8 per share paid and the balance in cash. You are required to compute the Purchase consideration of the firm. [10]

Q3) Write short notes (Any Two):

- Receipts and Expenditure Account
- Entity concepts.
- Objectives of Accounting
- Purchase consideration



Seat No.



C-518

Total No. of Pages : 3

B.Com. (Part - I) (Semester - I) Examination, December - 2015
TAX PROCEDUR AND PRACTICE (Paper - II)

Service Tax (Vocational)

Sub. Code : 55862

Day and Date : Wednesday, 02 - 12 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All Question carry equal marks.
 - 2) Attempt any Five questions out of Seven.

Q1) Write Short Notes on (Any 2) : [10]

- a) Practicing Chartered Accountants
- b) Service Tax Return Filing Due date & Penalty applicable
- c) Definition of Service tax
- d) Beauty Treatment

Q2) Explain in Brief Negative Services? [10]

Q3) Explain the payment of service tax? What is the mode of payment of services tax? State the due dates of payment of services tax. [10]

Q4) Explain in brief Exempt Service? [10]

P.T.O

Q5) Calculate taxable value of service tax & service tax payable on it [10]

a) Miss Neha is practicing Company Secretary. She is already registered under service tax 2006-07. She received following amount during the Year 2014-15



- | | |
|---|----------------|
| i) Fees for registration of companies | Rs. 3,98,000/- |
| ii) Fees for merger of Companies | Rs. 5,50,000/- |
| iii) Fees for drafting of MOU's of companies | Rs. 2,55,000/- |
| iv) Fees for Secretarial Auditors Services | Rs. 5,90,000/- |
| v) Fees for Attending a client before CLB under the notices received from CLB | Rs. 1,00,500/- |
| vi) Salary from a part time lectureship | Rs. 50,000/- |

b) Mrs Amrite is a registered service provider under the category of Insurance Auxiliary Services. She works as insurance agent and other related agencies. She received following amount during the year 2014-2015.

- | | |
|---|--|
| i) Commission from Life Insurance Corporation | Rs. 670000/- |
| ii) Commission from ING Vyasa Insurance | Rs. 1,53,000/- |
| iii) Commission from birla Sun Life | Rs. 2,45,000/- |
| iv) Commission from New India Assurance Co | Rs. 87,750/- |
| v) Commission from Oriental Insurance Co | Rs. 45,200/- |
| vi) Commission from Post Office for Mahila Pradhan Yojana | Rs. 47,300/- |
| vii) Sale of carpets purchase from Chennai based company | Rs. 12,00,000/- (Purchase price being Rs. 10,50,000/-) |

Q6) Shakti Pvt Ltd is engaged in providing advertising services for the month of June 2014 its gross receipt were Rs. 15,60,000/- The breakup of these receipt is as follow. [10]

Month in which services are performed

Month	Values
May	Rs. 5,60,000/-
June	Rs. 8,29,000/-
July	Rs. 7,61,000/-



In the financial year 2012-13 Mahaveer Pvt Ltd has paid Rs 12,50,000/- as services tax. State the amount of Service tax Payable by Mahaveer Pvt Ltd for the month of June 2014 and the date by which it is required to make payment?

Q7) State briefly weather following person are liable to apply for registration under finance Act 1994 and the Service tax Rules 2005 and if so from what date. [10]

- Small services provider whose aggregate value of taxable services Rs. 8,90,000/-
- Small Services provider whose aggregate value of taxable services is Rs. 15,20,000/-
- AB & co provided services as follow

Aggregate Value of services 01/04/2014 upto 31/06/2014 (i.e before the services became taxable) Rs 3,00,000/-

Aggregate Values of Taxable services from 01/07/2014 to 31/03/2015 Rs. 7,00,000/-

- A provider of taxable services starts his business on 11/09/2014 and its aggregate value of taxable services as on 31/03/2015 is Rs 9,00,000/-



Seat No.	
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B. Com. (Part - I) (Semester - I) Examination, November - 2015
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - I)

Sub. Code : 59639

Day and Date : Saturday, 28 - 11 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

Q1) Write short Answers (Any two) [10]

- a) 'Is management a science?' Discuss.
- b) What are the findings of Hawthorne Experiment?
- c) Explain the decision-making process.

Q2) Define 'Management' and explain its functions. [10]

Q3) Explain the techniques of F.W. Taylor's Scientific Management. [10]

Q4) Explain in detail the functional types of planning. [10]

Q5) What do you mean by Functional Organisation? Explain its merits and demerits. [10]

Q6) Explain the techniques of Decision-making. [10]

Q7) Write Short Notes. (Any Two) [10]

- a) Functions of Top Level Management
- b) Need of Professional Management
- c) Committee Organization

P.T.O.

Nov 15

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) 'व्यवस्थापन हे एक शास्त्र आहे का?' - चर्चा करा.
ब) हॉथार्न प्रयोगाचे निष्कर्ष काय आहेत?
क) निर्णय-प्रक्रिया विशद करा.
- प्र.2) व्यवस्थापनाची व्याख्या देऊन त्याचे महत्व स्पष्ट करा. [10]
- प्र.3) एफ. डब्ल्यू. टेलर यांच्या शास्त्रीय व्यवस्थापनाची तंत्रे विशद करा. [10]
- प्र.4) नियोजनाचे कार्यात्मक प्रकार स्पष्ट करा. [10]
- प्र.5) कार्यात्मक संघटन म्हणजे काय? कार्यात्मक संघटनाचे गुण दोष विशद करा. [10]
- प्र.6) निर्णय घेण्याची तंत्रे स्पष्ट करा. [10]
- प्र.7) टीपा लिहा. (कोणतेही दोन) [10]
अ) उच्च व्यवस्थापनाची कार्ये
ब) व्यावसायिक व्यवस्थापनाची गरज
क) समिती संघटन



Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, November - 2016

BUSINESS ECONOMICS (Paper - I)

Sub. Code : 59638



Day and Date : Thursday, 24 - 11 - 2016

Time : 03.00 p.m. to 05.00 p.m.

Total Marks : 50

- Instructions : 1) All questions carry equal marks.
2) Attempt any five questions out of seven.

Q1) Write short answers. (Any two) [10]

- State the nature of business economics.
- Which are the external economies of scale?
- Explain the concepts - consumer's goods and producer's goods.

Q2) Explain the features of business economics. [10]

Q3) State an importance of demand forecasting in business decision making. [10]

Q4) Explain the types of price elasticity of demand. [10]

Q5) Discuss the law of returns to scale. [10]

Q6) State internal economies of scale. [10]

P.T.O.

Q7) Write short notes. (Any Two)

- Business economics and business decision.
- Demand function.
- Market survey method -



मराठी रूपांतर

november 2016

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- व्यावसायिक अर्थशास्त्राचे स्वरूप स्पष्ट करा.
- बहिर्गत बचती कोणत्या आहेत?
- संकल्पना स्पष्ट करा - उपभोग्य वस्तू व उत्पादक वस्तू -

प्र.2) व्यावसायिक अर्थशास्त्राची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.3) मागणी अनुमानाचे व्यावसायिक निर्णयप्रक्रियेमधील महत्त्व विशद करा.

[10]

प्र.4) मागणीच्या किंमत लवचिकतेचे प्रकार स्पष्ट करा.

[10]

प्र.5) उत्पादनप्रमाण फलाच्या नियमाची चर्चा करा.

[10]

प्र.6) उत्पादनाच्या अंतर्गत बचती विशद करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

- अ) व्यावसायिक अर्थशास्त्र व व्यावसायिक निर्णय
- ब) मागणी फलन
- क) बाजारसर्वेक्षण पद्धती



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Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, November - 2016
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - I)
Sub. Code : 59639

Day and Date : Friday, 25 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions carry equal marks.
 - 2) Attempt any Five questions out of Seven.
 - 3) Figures to the right indicate full marks.

Q1) Write Short Answer (Any Two). [10]

- a) Explain the Principles of Unity of Command and Unity of Direction.
- b) Explain the characteristics of Bureaucratic Organisation.
- c) Explain the importance of Organising.

Q2) Explain the techniques of Taylor's Scientific Management. [10]

Q3) Define 'Management' and explain its significance. [10]

Q4) What is meant by Functional Organization? Explain its merits and demerits. [10]

Q5) Explain the techniques of Decision-making. [10]

Q6) Define 'Planning' and explain its importance. [10]



Q7) Write short notes (Any Two).

- Functions of Middle Level Management.
- Management: A Science.
- Hawthorne Experiment.

मराठी रूपांतर

Man

- सूचना :-
- सर्व प्रश्नांना समान गुण आहेत.
 - सातपैकी कोणतेही पाच प्रश्न सोडवा.
 - उजवीकडील आकडे पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- 'आदेशातील एकता' व 'निर्देशनातील एकता' ही तत्वे स्पष्ट करा.
- नोकरशाही संघटनेची वैशिष्ट्ये स्पष्ट करा.
- संघटनेचे महत्व स्पष्ट करा.

प्र.2) टेलर यांच्या शास्त्रीय व्यवस्थापनाची तंत्रे स्पष्ट करा.

[10]

प्र.3) व्यवस्थापनाची व्याख्या द्या व त्याचे महत्व स्पष्ट करा.

[10]

प्र.4) 'कार्यात्मक संघटन' म्हणजे काय? कार्यात्मक संघटनेचे फायदे व तोटे स्पष्ट करा.

[10]

प्र.5) निर्णय घेण्याची तंत्रे स्पष्ट करा.

[10]

प्र.6) नियोजन म्हणजे काय ते सांगून नियोजनाचे महत्व स्पष्ट करा.

[10]

प्र.7) टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) मध्यम व्यवस्थापन पातळीची कार्ये
- ब) व्यवस्थापन: एक शास्त्र
- क) हॉथॉर्न प्रयोग

Seat No. _____



B.Com. (Part - I) (Semester - I) Examination, November - 2016
FINANCIAL ACCOUNTING (Paper - I)
Sub. Code : 59640

Day and Date : Saturday, 26 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions are compulsory.
 - 2) Figures to the right indicates full marks.
 - 3) Calculator is allowed.

Q1) The following were the balance sheet as at 31st March 2015 of M/S A & B and X & Y

Balance Sheet of A & B

Liabilities	Rs.	Assets	Rs.
Sundry creditors	10,000	Cash at Bank	2,800
Mrs A's Loan	2,500	Stock	10,200
		Debtors	7,500
Capital			
A	20,000	Furniture	2,000
B	10,000	Premises	20,000
	42,500		42,500

Balance sheet of X and Y

Liabilities	Rs.	Assets	Rs.
Sundry creditors	12,000	Cash at Bank	3,350
Capital		Stock	9,150
X	12,000	Debtors 10,000	
Y	8,000	(-) R.D.D 500	9,500
		Furniture	2,500
		Investment	7,500
	32,000		32,000

The two firms decided to amalgamate their businesses as from 1st April 2015 under the name of M/S Joinder traders. For this Purpose it was agreed that Mrs. A's Loan should be repaid by that firm and the investment of M/S X and Y be not taken over by the new firm.

P.T.O.

Good will of M/S A & B was fixed at Rs. 4,000 and that of X and Y at Rs.5,000. Premises were revalued at Rs.25,000 but the stock of M/S A and B was found overvalued by Rs.1625. The stock of M/S X and Y was under valued by Rs. 1,000. A reserve of 5% on debtors was to be created for bad debts of both the firms.



The total capital of the joinder traders was to be Rs. 40,000 and the capital of A,B, X and Y were to be in their profit sharing ratio, which was to be 3 : 2 : 3 : 2 respectively. Goodwill account in the new firm was to be written off.

- Give the P & L adjustment A/c and partners capital A/C in the books of both the firms [10]
- Opening balance sheet of the new firm [10]

Q2) Solve any two of the following

- Dr. Rajendra commenced practice as a dentist investing Rs. 50,000 in equipments on 1st January 1999. The receipt & payments A/C for the year as follows.

Receipts	Rs.	Payments	Rs.
To Fees	1,00,000	By salaries	15,000
To miscellaneous	200	By rent	5,000
Receipts		By journals	3,000
To equipment	4,000	By library books	6,000
Sold		By equipments	8,000
		By Drawings	24,000
		By Balance	
		At Bank	43,000
		In hand	200
	1,04,200		1,04,200

Rs. 3,000 of the fees were still outstanding. Equipments sold and purchased were on 1st oct 1999, the cost of the equipments sold was Rs. 6,000. Depreciation on equipments 20% and on library books 5% salaries outstanding Rs. 2,000.

Prepare receipts and expenditure A/C and balance sheet as on 31-12-1999. [10]

OR

- b) AB and C who are partners in a firm and share profits and losses in the ratio of 2:2:1 respectively decided to sell their firm to a Ltd. co. The Gurudas co.Ltd.

The balance sheet of the firm on the date of conversion shows the following position.

Balance sheet of M/S ABC as on 31-3-2008

Liabilities	Rs.	Assets	Rs.
Sundry creditors	48,000	Building	60,000
		Plant and machinery	36,000
Bills payable	3,000		
		Motor van	24,000
General reserve	12,000	Furniture	5,000
Capital A/c		Stock	9,400
A	60,000	Sundry debtors	52,000
B	56,000	Investment	12,000
C	34,000	Cash at Bank	14,600
	2,13,000		2,13,000

The Gurudas Co. Ltd agreed to take over following assets at values shown below.

	Rs.
Building	64,000
Plant and Machinery	33,000
Furniture	4,000
Stock	15,600
Goodwill	8,000

Sundry debtors subject to 5% R.D.D.

The company has also agreed to take over sundry creditors at Rs. 44,000.

The purchase consideration was paid by the company by the issue of sufficient number of equity shares of Rs. 100 each fully paid.

The firm sold investment for Rs.16,000 and paid off bills payable fully.

The motor car was taken over by A at Book value.

The firm paid realisation expenses of Rs. 1,600.

You are required to calculate purchase consideration and prepare realisation A/c in the books of the firm.

[10]

- c) Following is the balance sheet of doctor prasad as on 31st March, 1999 and receipts and payments A/c for the year ended 31st March, 2000

Balance sheet, as on 31st March, 1999

Liabilities	Rs.	Assets	Rs.
Outstanding expenses	5,000	Cash in Hand	4,000
Reserve for outstanding Fees	6,000	Cash at bank	12,000
Capital	81,000	Fees due but not Received	8,000
		Equipments	20,000
		Furniture	8,000
		Motor car	40,000
	92,000		92,000

Receipts & payments A/c. for the year ended 31-3-2000

Receipts	Rs.	Payments	Rs.
Cash balance	4,000	Office expenses	15,000
Bank balance	12,000	Motor car expenses	14,000
Fees received	60,000	Travelling	8,000
		Cash in Hand	9,000
		Cash at Bank	30,000
	76,000		76,000

- i) Fees outstanding as on 31-3-2000 Rs. 10,000
 ii) Depreciate motor car by 20%, Furniture at 10% and equipments are valued at Rs. 17,000

Prepare receipts & expenditure A/c for the year ended 31-3-2000 and balance as on 31-3-2000. [10]

Q3) Write short notes (any two) [10]

- Entity concept
- Branches of accounting
- Purchase consideration
- Objectives of conversion



Seat No.	
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Total No. of Pages : 2

B.Com. (Part - I) (Semester - I) Examination, November - 2016

PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Monday, 28 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

Instructions : 1) Attempt any five questions out of seven.

2) Figures to the right indicate full marks.

Q1) Answer the following questions in brief (any two) [10]

- State the features of marketing.
- Explain in brief the concept of targeting.
- State the economical factors affecting consumer behaviour.

Q2) Explain the importance of marketing. [10]

Q3) State the significance of consumer behaviour. [10]

Q4) Describe various steps in marketing research. [10]

Q5) Explain the bases of market segmentation. [10]

Q6) What is marketing information system (MIS)? Elaborate components of marketing information system. [10]

Q7) Write short notes on (Any two). [10]

- Exchange, transaction and relationship.
- The buying decision process.
- Concept of positioning.

P.T.O.

मराठी रूपांतर



- सूचना: 1) सातपैकी कोणतेही पाच पश्न सोडवा.
2) उजवीकडील अंक गुण दर्शवितात.

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
 अ) विपणनाची वैशिष्ट्ये स्पष्ट करा.
 ब) लक्ष्यनिश्चितीकरण संकल्पना थोडक्यात स्पष्ट करा.
 क) उपभोक्त्याच्या वर्तणूकीवर परिणाम करणारे आर्थिक घटक विशद करा.
- प्र.2) विपणनाचे महत्व स्पष्ट करा. [10]
- प्र.3) उपभोक्त्याच्या वर्तणूकीचे महत्व स्पष्ट करा. [10]
- प्र.4) विपणन संशोधनामधील टप्पे / अवस्था विशद करा. [10]
- प्र.5) बाजारपेठ विभाजनाचे आधार वर्णन करा. [10]
- प्र.6) विपणन माहिती पध्दत म्हणजे काय? विपणन माहिती पध्दतीचे घटक स्पष्ट करा. [10]
- प्र.7) टिपा लिहा. (कोणत्याही दोन) [10]
 अ) विनिमय, व्यवहार व संबंध
 ब) खरेदी निर्णय प्रक्रिया
 क) स्थाननिश्चितीकरण संकल्पना



Seat No.



SF - 114

Total No. of Pages : 2

B.Com. (Part - I) (Semester - I) Examination, November - 2016

BUSINESS MATHEMATICS (Paper - I)

Sub. Code : 59644

Day and Date : Tuesday, 29 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Attempt any Five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any two:

[10]

- a) State any one property of a determinant and verify by an illustration.
- b) If $3 + 6 + 12 + 24 + \dots$ to n terms is 3069 find value of n .
- c) A sum of Rs. 4000 amounts to Rs. 4600 in 3 years at simple interest. Find the period in which Rs. 2000 will amount to Rs. 2800 at the same rate?

Q2) Define A.P. and G.P. If the third and sixth terms of an A.P. are 7 and 13 respectively, find the first term and common difference. Also find sum of first 20 terms.

[10]

Q3) Define a square matrix.

[10]

If, $A = \begin{bmatrix} 1 & -2 & 3 \\ 2 & -1 & 1 \\ 3 & -2 & 1 \end{bmatrix}$

Find a matrix, $2A^2 - 3A + 5I$.

P.T.O.



[10]

Q4) Define feasible region.

Find the maximum value of $Z = 5x + 10y$

Subject to the constraints,

$$5x + 8y \leq 40,$$

$$3x + y \leq 12$$

$$x \geq 0, y \geq 0.$$

Q5) Define a diagonal matrix.

[10]

Show that the inverse of matrix.

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 2 & 4 & 5 \\ 3 & 5 & 6 \end{bmatrix} \text{ exists, and find its inverse.}$$

Q6) Define,

- Simple interest
- Compound interest

Find the difference between the compound interest and simple interest on Rs. 8000 for 3 years at 12% p.a.

[10]

Q7) Attempt any two:

[10]

a) If $A = \begin{bmatrix} 5 & 4 \\ 4 & 3 \end{bmatrix}$ and $B = \begin{bmatrix} -3 & 4 \\ 4 & -5 \end{bmatrix}$

Find $|A|$, $|B|$. Show that AB is non singular matrix.

b) Using Cramer's Rule, solve the equations.

$$2x + 3y = 7, \quad 4x - 5y = 3$$

c) A company produces two products A and B. A requires 2 units of chemicals and 1 unit of compound B requires 1 unit of chemical and 2 units of compound. Only 800 units of chemicals and 1000 units of compound are available. A producer earns Rs. 50 on one unit of A and Rs. 60 on one unit of B. Express this using linear inequalities.



Seat
No.



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - I) Examination, November-2016
TAX PROCEDURE AND PRACTICE (Paper - I)
Indian Income tax System & It Laws (Vocational)
Sub. Code : 55851

Day and Date : Monday, 28 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions : 1) All Questions carry equal marks.
2) Attempt any 5 questions out of 7.

Q1) Write short notes on (Any two) [10]
a) Types of Income
b) Assesse person
c) Other source of Income
d) U/s 80 (C)

Q2) What is Tax, explain the taxable Income. [10]

Q3) Distinguish between business Income and House property Income. [10]

Q4) Mr. Mahendra Resident in Mumbai. He gates Rs. 7,00,000 basic salary and D.A. 25% on basic salary. He pays house rent of Rs. 12,000 p.m. He is receipt H.R. A. from his employer at Rs. 11,000 p.m. you are request to find out the taxable H. R. A. for A. Y. 2016-2017. [10]

Q 5) Mr. Sushant of Pune, has following salary income during year 2015-2016. You are request to compute his taxable salary income for A.Y. 2016-2017. [10]

- | | |
|--|----------------|
| A. Basic Salary | Rs.80,000 p.m. |
| B. AGP | Rs.14,000p.m. |
| C. D.A. (on Basic and A.G.P.) 65% as a part of benefit | |
| D. Educational allowance for 03 children 20,400 | |
| E. Professional tax of | Rs. 3000 |
| F. Income tax paid by company of | Rs.55000 |

P.T.O.

Q 6) Mr. Rajaram Rajeramrao owes a house property at Solapur. He has provided his house property information during the F.Y. 2015-2016. [10]

Particulars	Amount Rs.
i) F.R.V.	20,00,000
ii) S.R.V.	10,00,000
iii) A.R. Received	7,60,000
iv) Municipal value	11,00,000
v) Municipal tax paid on M.V.@ 10%	
vi) Housing Interest paid on H.P. loan	70,000

You are required to compute the H.P. Income for I.T. purpose.

Q7) Mr. Devdas Mundhe of Bangalore sold his property on 10 March 2016. For Rs.60,00,000. Mr. Devdas Mundhe purchased this property on 01/10/2005, for Rs.15,00,000. He made additional expenses of Rs.12,00,000 for repairs and coloring of the house, during the year, 2010-11. [10]

Index cost is 2015-2016.1081

2010-2011.711

2004-2005.480

1981-1982.100

Calculate the Capital Gain of Mr. Devdas Mundhe for A.Y. 2016-2017.





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Total No. of Pages : 3

Seat
No.

B.Com. (Part - I) (Semester - I) Examination, November - 2016

TAX PROCEDURE AND PRACTICE (Vocational)

Service Tax (Paper - II)

Sub. Code : 55862

Day and Date : Tuesday, 29 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any Five questions out of Seven.

Q1) Write short notes on (Any Two). [10]

- a) Manpower Recruitment Agency.
- b) Service Tax Return Filing Due dates & Penalty applicable.
- c) Definition of Service Tax.
- d) Advertisement & Advertisement Agency.

Q2) Explain in Brief Negative Services. (Any 15) [10]

Q3) Explain the payment of service Tax? What is the mode of payment of Service Tax? State the due dates of payment of Service Tax. [10]

Q4) Write the Definitions, Taxable Services, Valuation, Effective Date for the following Services. [10]

- a) Practising Chartered Accountant.
- b) Air Travel Agent.
- c) Beauty Treatment.
- d) Architect.

P.T.O.

Q5 Calculate taxable value of Service Tax & Service Tax payable on it. [10]

a) Mr. S. N. Bhosale is practicing Chartered Accountant. He is already registered under Service Tax 2006-07. He received following amounts (Excluding Tax) during the year 2014-2015.



- | | |
|---|----------------|
| i) Fees for Tax Audit & Fees for Vat Audit. | Rs.4, 10,000/- |
| ii) Fees of preparation Project Report. | Rs.5,70,000/- |
| iii) Fees for drafting Registration of Partnership Firm. | Rs.2,60,000/- |
| iv) Fees for Co.-Operative Auditors Services. | Rs.6,00,000/- |
| v) Fees for Attending hearing at Income Tax
Office & notices received from I.T. Department | Rs.1,01,500/- |
| vi) Salary from part time lectureship | Rs. 55,000/- |

b) Sou. Sujata is a registered service provider under the category of Insurance Auxiliary Services. She works as insurance agent and other related agencies. She received following amounts (Including Tax) during the period July-Sept. 2015.

- | | |
|---|---|
| i) Commission from Life Insurance Corporation | Rs.7,20,000/- |
| ii) Commission from ING Vyasa Insurance | Rs.1,80,000/- |
| iii) Commission from National Insurance Ltd. | Rs. 2,70,000/- |
| iv) Commission from New India Assurance Co. | Rs.90,750/- |
| v) Commission from Oriental Insurance Co. | Rs. 38,200/- |
| vi) Commission from Post Office for Mahila Pradhan Yojana | Rs.49,300/- |
| vii) Sale of Old car Purchase from Tata Motors Ltd. | Rs.13,50,000/- (Purchase price being Rs. 15,50,000/-) |

Q6) Vivekanand Academy provides coaching for IIT and other related Engineering courses. It was established on 01/04/2013. It received following amounts (Excluding Tax) during the period Jan-March 2016. [10]

- | | |
|--|----------------|
| a) Fees for B.Com. Coaching Training. | Rs.7,82,000/- |
| b) Fees for C.A. Coaching Training. | Rs.4,45,000/- |
| c) Fees for Lawyer Coaching. | Rs.1,30,000/- |
| d) Fees for C.S. Coaching Training. | Rs. 1,44,000/- |
| e) Sales of Study text books to the student. | Rs. 1,14,300/- |

Calculate the amount of Tax payable by him.

Q7) State briefly whether following person are liable to apply for registration under finance Act. 1994 and the Service Tax Rules 2005 and if so from what date. [10]

- Small services provider whose value of taxable services Rs. 8,90,000/-
- Small Services provider whose aggregate value of taxable services is Rs. 15,20,000/-
- AB & Co. provide services as follow

Aggregate Value of services 01/04/2015 upto 31/06/2015 (i.e. before the services became taxable) Rs. 1,50,000/-

Aggregate Values of Taxable services from 01/07/2015 to 31/03/2016 Rs.8,70,000/-

- A provider of taxable services starts his business on 10/08/2014 and its aggregate value of taxable services as on 31/03/2014 is Rs.8,50,000/-, 31/03/2015 is Rs. 12,70,000/- (exceeds as 10,00,000/- date 15/01/2015) & 31/03/2016 is Rs. 7,70,000/-



Seat
No.**B.Com. (Part - I) (Semester - I) Examination, November - 2016****GEOGRAPHY (Paper - I)****Commercial Geography****Sub. Code : 59645****Day and Date : Tuesday, 29 - 11 - 2016****Total Marks : 50****Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Use of map stencils is allowed.
 - 4) Neat diagrams and maps should be drawn wherever necessary.

Q1) Choose the correct alternative for following questions. [10]

- a) Which of the following is a branch of Economic Geography?
 - i) Geomorphology
 - ii) Climatology
 - iii) Oceanography
 - iv) Commercial Geography
- b) What types of resource is solar energy?
 - i) Human resource
 - ii) Exhaustible resource
 - iii) In exhaustible resource
 - iv) None of these



- c) In which type of resource does the minerals include?
- i) Human resource
 - ii) Inexhaustible resource
 - iii) Exhaustible resource
 - iv) None of these
- d) Which of the following physical factor affects on industrial location?
- i) Climate
 - ii) Market
 - iii) Transport
 - iv) Capital
- e) Which of the following major factor affects the location of iron and steel industry?
- i) Soil
 - ii) Water
 - iii) Coal
 - iv) Bauxite
- f) Which of the following country is leading in Automobile industry?
- i) India
 - ii) France
 - iii) China
 - iv) U.S.A.
- g) In which region of Japan cotton textile industry is developed?
- i) Osaka region
 - ii) Glasgo region
 - iii) Moscow region
 - iv) None of these

- h) Which of the following country has highest development of air transport?
- i) Srilanka
 - ii) Nepal
 - iii) U.S.A.
 - iv) Germany
- i) Which of the following is cheapest means of transportation?
- i) Waterway
 - ii) Airway
 - iii) Railway
 - iv) Roadway
- j) When did the suez canal open for water transportation?
- i) 1969
 - ii) 1869
 - iii) 1859
 - iv) 1979

Q2) Write in detail the answers of the following questions.

- a) What is commercial Geography? State the significance of commercial Geography. [10]

OR

What is resource? Classify the world resources.

- b) Explain the cotton textile industry of the world. [10]

OR

Describe in detail the ocean routes of the world.



Q3) Write in brief answers to any four of the following questions.



- Describe changing nature of commercial Geography.
- What is conservation of resource?
- Explain the iron and steel industry in Japan.
- Explain the auto mobile industry in the U.S.A.
- State the merits and demerits of road transportation.
- State the importance of satellite communication.

मराठी रूपांतर

- सूचना :-
- सर्व प्रश्न आवश्यक आहेत.
 - उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - नकाशा स्टेटिसिक्स वापरण्यास परवानगी आहे.
 - आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

i) खालीलपैकी कोणती आर्थिक भूगोलाची शाखा आहे?

अ) भूरूपशास्त्र

ब) हवामानशास्त्र

क) सागरशास्त्र

ड) वाणिज्य भूगोल

ii) सौरशक्ती ही काय प्रकारची साधनसंपत्ती आहे?

- अ) मानवी साधनसंपत्ती ब) क्षय साधनसंपत्ती
क) अक्षय साधनसंपत्ती ड) यापैकी नाही.



iii) खनिजे ही कोणत्या प्रकारच्या साधनसंपत्तीमध्ये समाविष्ट आहे?

- अ) मानवी साधनसंपत्ती
ब) अक्षय साधनसंपत्ती
क) क्षय साधनसंपत्ती
ड) यापैकी नाही

iv) खालीलपैकी कोणता प्राकृतिक घटक उद्योगाच्या स्थानिकीकरणावर परीणाम करतो?

- अ) हवामान ब) बाजारपेठ
क) वाहतूक ड) भांडवल

v) खालीलपैकी कोणता प्रमुख घटक लोह आणि पोलाद उद्योगाच्या स्थानिकीकरणावर परीणाम करतो?

- अ) मृदा ब) पाणी
क) दगडी कोळसा ड) बॉक्साईट

vi) खालीलपैकी कोणता देश स्वयंचलित वाहन उद्योगात प्रमुख आहे.

- अ) भारत ब) फ्रान्स
क) चीन ड) संयुक्त संस्थाने

vii) जपानमधील कोणत्या विभागात सुती वस्त्र उद्योगाचा विकास झाला आहे.

- अ) ओसाका विभाग ब) ग्लासगो विभाग
क) मास्को विभाग ड) यापैकी नाही



viii) खालीलपैकी कोणत्या देशात सर्वात जास्त हवाई वाहतूकीचा विकास झाला आहे?

- | | |
|---------------------|-----------|
| अ) श्रीलंका | ब) नेपाळ |
| क) संयुक्त संस्थाने | ड) जर्मनी |

ix) खालीलपैकी कोणती वाहतूक सर्वात स्वस्त आहे?

- अ) जलवाहतूक
 ब) हवाईवाहतूक
 क) लोहवाहतूक
 ड) रस्तावाहतूक

x) सुएझ कालवा जलमार्ग वाहतूकीसाठी कधी खुला झाला?

- | | |
|---------|---------|
| अ) 1969 | ब) 1869 |
| क) 1859 | ड) 1979 |

प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

अ) वाणिज्य भूगोल म्हणजे काय? वाणिज्य भूगोलाची ओळख विशद करा.

[10]

किंवा

साधनसंपत्ती म्हणजे काय? जागतिक साधनसंपत्तीचे वर्गीकरण करा.

ब) जगातील सुती वस्त्र उद्योग स्पष्ट करा.

[10]

किंवा

जगातील सागरी मार्गांचे सविस्तर वर्णन करा.

प्र.3) खालीलपैकी कोणत्याही चार प्रश्नांची थोडक्यात उत्तरे लिहा.

- अ) वाणिज्य भूगोलशास्त्राचे बदलते स्वरूप स्पष्ट करा.
- ब) साधनसंपत्तीचे संधारण म्हणजे काय?
- क) जपानमधील लोह आणि पोलाद उद्योगाची माहिती द्या.
- ड) संयुक्त संस्थानातील स्वयंचलित वाहन उद्योगाची माहिती द्या.
- इ) रस्ता वाहतूकीचे गुण-दोष सांगा.
- फ) उपग्रह संदेश वहनाचे महत्व सांगा.

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B.Com. (Part - I) (Semester - I) Examination, November - 2016

ENGLISH (Compulsory) (Paper - I)

English for Business Communication

Sub. Code : 59637

Day and Date : Wednesday, 23 - 11 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

SECTION - I

Reading Comprehension

Q1) A) Complete the following sentences by choosing the correct alternative. [5]

- a) Kate was _____ year/s old.
- i) twelve
 - ii) eleven
 - iii) thirteen
 - iv) one
- b) To Kamala Das, _____ seemed meaningless at that time.
- i) popularity
 - ii) generosity
 - iii) property
 - iv) austerity
- c) One day the children will be judged by _____.
- i) their degrees
 - ii) their character
 - iii) their innocence
 - iv) the status of their parents
- d) The blind boy feels the existence of the sun by _____.
- i) its light
 - ii) its warmth
 - iii) the sounds of the sky
 - iv) the movements of the people

PTO



e) In the third stanza of the poem, *Money* the poet wants _____.

- i) others will spend your money
- ii) the value of money will go down
- iii) you won't be able to buy a house
- iv) your money may be stolen

B) Do as directed :

[5]

- a) Give the antonym of 'tall'
- b) Give the synonym of 'refuse'.
- c) Form a new word by using suffix 'ment'.
- d) Form a new word by using Prefix 'mis'.
- e) Give the verb form of 'suggestion'.

Q2) a) Answer the following questions in 3 to 4 sentences each. (Any Three) [9]

- i) How did Snort react when Jenny hurled a bamboo at it?
- ii) Describe the scene to the South of the Nalapat House.
- iii) What is now the time for the Negroes to do?
- iv) What does Money advise us to do?
- v) How does the blind boy react to the sympathy of the people?

b) Write short notes on Any Two of the following in about 50-60 words each. [6]

- i) Quick's garden.
- ii) Ammini.
- iii) Martin Luther King's advice to the Negroes.



SECTION - II

Communication Skills

- Q3)** a) Suppose you are manager of Sony Company. Send fax to your Sales Manager asking him to send the details of sales T.V. and Mobile during the last five months. Imagine necessary details. [6]
- b) Write an e-mail to your supplier asking him to send the latest price quotation of cell phones, washing machines and schemes of Gudi Padawa offer. Imagine necessary details. [6]
- Q4)** a) Write an office order asking employee to submit their monthly work report within stipulated time. [6]
- b) Imagine that you are commerce graduate and prepare your own standard C.V. [7]





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Total No. of Pages : 2

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B.Com. (Part - I) (Semester - I) Examination, March - 2017
BUSINESS ECONOMICS (Paper - I)
Sub. Code : 59638

Day and Date : Saturday, 25 - 03 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

- Q1)** Write short answers (any two) [10]
a) State the objectives of business firm.
b) What are external economies of scale?
c) Explain autonomous and derived goods.
- Q2)** State nature and scope of business economics. [10]
- Q3)** What are the types of price elasticity of demand? [10]
- Q4)** State an importance of demand forecasting in business decision making. [10]
- Q5)** Explain the law of variable proportions. [10]
- Q6)** State internal economies of scale. [10]
- Q7)** Write short notes (any two). [10]
a) Cross elasticity of demand.
b) Fixed and Variable inputs.
c) Graphical method.

P.T.O.



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मराठी रूपांतर ECo-17

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

~~10~~ March - 17

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- अ) उद्योगसंस्थेची उद्येष्टे स्पष्ट करा.
ब) बहिर्गत बचती म्हणजे काय?
क) स्वायत्त आणि प्रेरित वस्तू स्पष्ट करा.

प्र.2) व्यावसायिक अर्थशास्त्राचे स्वरूप आणि व्याप्ती विषद करा. [10]

प्र.3) मागणीच्या किंमत लवचिकतेचे प्रकार कोणते आहेत? [10]

प्र.4) मागणी अनुमानाचे व्यावसायिक निर्णयप्रक्रियेमधील महत्व विषद करा. [10]

प्र.5) बदलत्या प्रमाणाचा नियम स्पष्ट करा. [10]

प्र.6) उत्पादनाच्या अंतर्गत बचती विषद करा. [10]

प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]

- अ) मागणीची छेदक लवचिकता
ब) स्थिर आणि बदलती आदाने
क) आलेख पध्दती

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B.Com. (Part - I) (Semester - I) Examination, March - 2017

PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Thursday, 30 - 03 - 2017

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions:**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of Seven.

- Q1) Answer the following questions in brief (any two) [10]**
- a) Explain the features of Marketing.
 - b) State the importance of Market Segmentation.
 - c) Explain the economical factors affecting consumer Behaviour.
- Q2) Explain the steps in Marketing Research. [10]**
- Q3) State the bases of Market Segmentation. [10]**
- Q4) Explain the Components of Marketing Information System. [10]**
- Q5) Explain the Buying Decision process. [10]**
- Q6) State the importance of Marketing. [10]**
- Q7) Write Short notes (any two) [10]**
- a) Holistic Marketing Concept.
 - b) Significance of Consumer Behaviour.
 - c) Concept of Targeting.

P.T.O.



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मराठी रूपांतर M-17

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) विपणनाची वैशिष्ट्ये स्पष्ट करा.
ब) बाजारपेठ विभाजनाचे महत्त्व विशद करा.
क) उपयोक्त्याच्या वर्तनपध्दतीवर परिणाम करणारे आर्थिक घटक स्पष्ट करा.
- प्र.2) विपणन संशोधनाचे टप्पे/अवस्था स्पष्ट करा. [10]
- प्र.3) बाजारपेठ विभाजनाचे विविध आधार विशद करा. [10]
- प्र.4) विपणन माहिती प्रणालीचे विविध घटक स्पष्ट करा. [10]
- प्र.5) खरेदी निर्णय प्रक्रिया स्पष्ट करा. [10]
- प्र.6) विपणनाचे महत्त्व विशद करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]
अ) सर्व व्यापी विपणन.
ब) उपभोक्त्याच्या वर्तनपध्दतीचे महत्त्व.
क) लक्ष्यकेंद्रित विपणन संकल्पना.

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B.Com. (Part - I) (Semester - I) Examination, March -2017

FINANCIAL ACCOUNTING (Paper - I)

Sub. Code : 59640

Day and Date : Wednesday, 29 -03 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) The Respective Balance Sheet of P & Q and R & S at the date of amalgamation i.e 31st March 2012.

[10]

Balance Sheet of P and Q

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	21,500	Cash at Bank	3,000
Capital		Sundry Debtors	20,000
P 25,000		Stock	30,000
Q 15,000	40,000	Investment	8,000
		Office furniture	500
	61,500		61,500

Balance Sheet of R and S

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	21,000	Cash at Bank	10,000
Reserve fund	11,500	Sundry	
Capital		Debtors 25,000	
P- 19,000		Reserve 500	24,500
Q- 11,000	30,000	Stock	20,000
		Trade Fixtures	10,000
		Leasehold Premises	12,000
		Goodwill	4,000
	62,500		62,500

P.T.O.



SN -4

It was agreed that the Balance sheet of P & Q should be adjusted as follows before amalgamation.

- That Rs. 400 be reserved for doubt full debts.
- That stock and furniture be depreciated by 10%
- That investment be taken over at Rs. 10,000.
- That Goodwill be valued at Rs. 4,000.
- That Rs. 300 be reserved for Discount on Creditors.

The following adjustments were agreed upon in the Balance sheet of R & S.

- That Book debts, Stock and Trade Fixtures be taken over at book figures.
- That the leasehold and Goodwill be valued at Rs. 18,000 and Rs. 6,000 Respectively.

Capitals of P,Q,R, and S in the new firm were fixed at Rs.30,000, Rs. 20,000, Rs. 30,000. and Rs. 20,000 respectively.

You are required to prepare.

- P & L Adjustment A/c and partners capital A/c in both the firms. [10]
- Opening Balance sheet in the books of the new firm. [10]

Q2) Attempt any two (A,B &C)

[10]

A) Suraj Ltd. was formed to acquire the business of X,Y and Z, who share profits and losses in the ratio 2:1:1 respectively. The Balance sheet of the partnership firm on 31-03-2014 was as follows.

Blance sheet as on 31st March 2013

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	96,000	Cash at Bank	4,000
Bills Payable	64,000	Sundry Debtors	76,000
Investment fluctuation fund	20,000	Stock	68,000
		Vehicles	40,000
Capital		Investment	40,000
X	1,00,000	Plant & Machinery	1,48,000
Y	48,000		
Z	48,000		
	3,76,000		3,76,000



SN -4

Suraj Ltd. Took plant & Machinery, stock and Debtors at 10% less than the book value and agreed to pay Rs. 40,000 for the goodwill. It also agreed to pay the creditors at book value. The purchase consideration was satisfied in 1,600 share of Rs. 100 each and balance in cash. X took the vehicles at Rs. 32,000. Investment were sold in the market for Rs. 36,000. The partnership firm paid bills payable at 10% discount. Realisation expenses amounted to 9,200.

You are asked to prepare Realisation A/c and partners Capital A/c in the books of the firm. [10]

OR

- B) Dr. Suresh commenced his practice on 1st april 2012 with Rs. 15,000. His Receipts and Payments account for the year ending 31st March, 2013 was as under.

Receipts & Payments A/c for the yer ending 31-03-2013

Receipts	Rs.	Payments	Rs.
To Cash introduced	15,000	By furniture	4,000
To Visits	20,000	By Equipments	5,000
To Receipts from		By purchase Drugs	3,000
Dispensing	12,000	By Salary to assistant	2,400
To Sundry Receipts	600	By Rent	1,800
		By Travelling Expenses	1,200
		By Stationery	200
		By Electricity Charges	200
		By Journals	300
		By Drawing	10,000
		By Balance	19,500
	47,600		47,600

Amounts outstanding for visits and dispensing were Rs. 1,100 and 800 respectively. Salary payable to Assistant amounted to Rs. 600. Stock of drugs on 31-03-2013 was Rs. 800. Furniture and Equipments to be depreciated at 10%.

Prepare Receipts and Expenditure A/c of Dr. Suresh.



SN -4

OR

- C) Anant and Bhalchandra sharing profits and losses equally decided to convert their business into a limited co. named PQ Ltd. On 31st March 2013, when their balance sheet was:

Balance Sheet

Liabilities	Rs.	Assets	Rs.
Capital		Building	40,000
Anant	51,000	Plant	30,000
Bhalchandra	39,000	Furniture	5,000
Bills Payable	6,000	Debtors	28,000
Creditors	25,000	Stock	10,000
		Bank	8,000
	1,21,000		1,21,000

PQ Ltd. agreed to take over all the assets and liabilities at the value stated below.

Building Rs. 42,000; Plant Rs. 25,000; Furniture Rs. 4,340; Stock Rs. 8,000 Debtors subject to provision for doubtful debts at 3% and creditors at a discount of 2%.

The Company issued to the firm 6,300 equity shares of Rs. 10 each at Rs. 12 per share and the balance of purchase price is paid in cash.

You are required to prepare Realization A/c in the books of firm.

Q3) Write short notes on (any two)

[10]

- Branches of Accounting
- Accounting Period Concept.
- Purchase Consideration.
- Receipt and Expenditure Account.





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Total No. of Pages : 2

Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, March - 2017
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - I)
Sub. Code : 59639

Day and Date : Monday, 27 - 03 - 2017

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions :
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1)** Write short answers (any two): [10]
a) Explain any five characteristics of Management?
b) Define 'Scientific Management' and explain its principles.
c) Explain in brief the importance of planning.
- Q2)** What are the levels of management? Explain the functions of each management level. [10]
- Q3)** Explain in brief the principles of management as given by Henri Fayol. [10]
- Q4)** Define 'Planning' and explain the steps involved in planning process. [10]
- Q5)** What do you mean by Line and Staff organization? Explain its merits and demerits. [10]
- Q6)** 'Management is both, a Science as well as an Art' --- Discuss. [10]
- Q7)** Write short notes (any two): [10]
a) Distinction between Administration and Management.
b) Characteristics of Bureaucratic Organisation.
c) Decision -making process.

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मराठी रूपांतर



SN - 3

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील आकडे पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) व्यवस्थापनाची कोणतेही पाच वैशिष्ट्ये स्पष्ट करा.
ब) शास्त्रीय व्यवस्थापनाची व्याख्या देऊन त्याची तत्वे स्पष्ट करा.
क) नियोजनाचे महत्व थोडक्यात स्पष्ट करा.

प्र.2) व्यवस्थापनाच्या पातळ्या म्हणजे काय? व्यवस्थापन पातळ्यांची कार्ये स्पष्ट करा.

[10]

प्र.3) हेन्री फेयॉल यांनी दिलेली व्यवस्थापनाची तत्वे थोडक्यात स्पष्ट करा.

[10]

प्र.4) नियोजनाची व्याख्या देऊन नियोजन प्रक्रियेतील टप्पे स्पष्ट करा.

[10]

प्र.5) 'रेखा व कर्मचारी' संघटन म्हणजे काय? रेखा व कर्मचारी संघटनेचे गुण दोष स्पष्ट करा.

[10]

प्र.6) 'व्यवस्थापन हे एक शास्त्र व कला, दोन्ही आहे' - चर्चा करा.

[10]

प्र.7) टीपा लिहा. (कोणतेही दोन)

[10]

- अ) प्रशासन व व्यवस्थापन यातील फरक
ब) नोकरशाही संघटनेची वैशिष्ट्ये
क) निर्णय प्रक्रिया





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Total No. of Pages : 4

Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, March - 2017
GEOGRAPHY (Paper - I)
Commercial Geography
Sub. Code : 59645

Day and Date : Friday, 31 - 03 - 2017

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions:
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Neat diagrams and maps should be drawn wherever necessary.
 - 4) Use of map Stencils is allowed.

Q1) Choose correct alternative for following questions. **[10]**

- a) Which of the following is a branch of Economic Geography?
 - i) Geomorphology
 - ii) Social Geography
 - iii) Commercial Geography
 - iv) Medical Geography
- b) In which type of resource does the Iron ore include?
 - i) Natural resource
 - ii) Human resource
 - iii) Inexhaustible resource
 - iv) None of these
- c) Which of the following resource is Inexhaustible?
 - i) Mineral resource
 - ii) Solar energy
 - iii) Natural Vegetation
 - iv) None of these
- d) Animals and vegetations are which types of resources?
 - i) Human resources
 - ii) Invisible resources
 - iii) Bio resources
 - iv) None of these
- e) Which of the following physical factor affects on industrial location?
 - i) Transportation
 - ii) Market
 - iii) Climate
 - iv) Capital

P.T.O.



SN - 12

मराठी रूपांतर

- सूचना :
- 1) सर्व प्रश्न आवश्यक आहेत.
 - 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 3) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.
 - 4) नकाशा स्टेंसिलस वापरण्यास परवानगी आहे.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- अ) खालीलपैकी कोणती आर्थिक भूगोलाची शाखा आहे?
- i) भूरूपशास्त्र
 - ii) सामाजिक भूगोल
 - iii) वाणिज्य भूगोल
 - iv) वैद्यकीय भूगोल
- ब) लोहखनिज हे कोणत्या प्रकारचे संपत्तीसाधन आहे?
- i) नैसर्गिक संपत्तीसाधन
 - ii) मानवी संपत्तीसाधन
 - iii) अक्षय संपत्तीसाधन
 - iv) यापैकी कोणतेही नाही
- क) खालीलपैकी कोणते 'अक्षय' संपत्तीसाधन आहे?
- i) खनिज संपत्ती
 - ii) सौरशक्ती
 - iii) नैसर्गिक वनस्पती जीवन
 - iv) यापैकी कोणतेही नाही
- ड) प्राणी व वनस्पती ही कोणत्या प्रकारची साधनसंपत्ती आहे?
- i) मानवी साधनसंपत्ती
 - ii) अदृश्य साधन संपत्ती
 - iii) जैव साधनसंपत्ती
 - iv) यापैकी कोणतेही नाही
- इ) खालीलपैकी कोणता प्राकृतिक घटक उद्योगाच्या स्थानिकीकरणावर परिणाम करतो.
- i) वाहतूक
 - ii) बाजारपेठ
 - iii) हवामान
 - iv) भांडवल
- फ) खालीलपैकी कोणता प्रमुख घटक लोह आणि पोलाद उद्योगाच्या स्थानिकीकरणावर परिणाम करतो?
- i) दगडी कोळसा
 - ii) कापूस
 - iii) बाजारपेठ
 - iv) पाणी
- य) खालीलपैकी कोणता आशियाई देश स्वयंचलीन वाहन उद्योगात प्रमुख आहे?
- i) बांगलादेश
 - ii) नेपाळ
 - iii) पाकीस्थान
 - iv) जपान



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Total No. of Pages : 3

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B.Com. (Part -I) (Semester - I) Examination, March -2017
ENGLISH (Compulsory) (Paper - I)
English for Business Communication
Sub. Code : 59637

Day and Date : Friday, 24 -03 - 2017

Total Marks : 50

Time : 3.00 p.m. to 05.00 p.m.

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

Q1) A) Complete the following Sentences by choosing the correct alternative. [5]

- i) _____ Wanted to look at the cut.
a) Jenny
b) Kate
c) Mr. Quick
d) Mrs Quick
- ii) _____ was as if the head of the Nalpat's House.
a) The father
b) Narayan Mehata
c) Mahatma Gandhi
d) Mother
- iii) One day the children will be judged by _____.
a) Their degrees
b) their character
c) their innocence
d) the status of their parents
- iv) _____, is, it , money reproaches me :
a) Daily
b) Yearly
c) Quarterly
d) Always
- v) The blind boy makes his night when _____.
a) the sun sets
b) he goes to bed
c) there is no light
d) he is tired

P.T.O.



SN -1

[5]

B) Do as directed.

- a) Give the antonym of : Bright
- b) Give the synonym of : Despise.
- c) Add prefix to the following word honest
- d) Give the verb form of : Blessing
- e) Write adverb of : Impatient

Q2) a) Answer the following question is in 2-3 sentences each. (any three) [9]

- i) What is the speaker's attitude towards life in the poem. The Blind Boy.
- ii) How does the poet know that others do not keep their money upstairs?
- iii) When will Negro be satisfied?
- iv) How does the writer write about the presence of Mahatma Gandhi in the Nalapat House?
- v) How did the two girls behave at tea?

b) Write short notes in about 50-60 words each (any two) [6]

- i) Narayan Menon.
- ii) Martin Luther's warning to the Negros.
- iii) The theme of the poem 'The Blind Boy'

Q3) a) Write on E-mail to your friend for inviting him for a reception of your sister's Marriage. [6]

b) Suppose you are Rajesh kale Write a fax to your business associate in Delhi to receive you at the airport and to arrange for your accommodation in Delhi for two days. Inform about your Flight and time of arrival Imagine necessary details. [6]



SN -1

- Q4) a) Write a circular letter for the following office of Kirti publications pvt. Ltd, Pune in Kolhapur is shifted to a new place. [6]
- b) Write suitable C.V. for the following advertisement. [7]

Wanted

Sales Representative

Graduate with passion for sales,

Good communication skills in English and Hindi is essential, candidates should have a two wheeler with driving license, apply within 10 days. Manager, Jay India Ltd. Plot no10. MIDC Bhosari, pune

○○○



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Total No. of Pages : 3

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B.Com. (Part - I) (Semester - I) Examination, November - 2017

ENGLISH (Compulsory) (Paper - I)

English for Business Communication

Sub. Code : 59637

Day and Date : Friday, 10 - 11 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) A) Complete the following sentences by choosing the correct alternative.[5]

- i) Mrs. Quick's friend Jane Martin was the chairman of _____.
 - a) the cultural committee
 - b) the management committee
 - c) the welfare committee
 - d) the discipline committee
- ii) Sradhappura was built for cooking food for the _____.
 - a) poor
 - b) rich
 - c) guests
 - d) dead
- iii) Martin luther king Jr. advised to conduct strggle on the high plane of dignity and _____.
 - a) Violence
 - b) discipline
 - c) rudeness
 - d) despair
- iv) The poet keeps money _____.
 - a) in a bank
 - b) in a wallet
 - c) in a locker
 - d) on the upstairs
- v) The blind boy _____.
 - a) accepts his blindness
 - b) regrets his blindness
 - c) rejects his blindness
 - d) condemns his blindness

P.T.O.



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[5]

- B) Do as directed.
- i) Give the antonym of 'Slave'.
 - ii) Give the synonym of 'Score'.
 - iii) Form a new word by using suffix 'al'.
 - iv) Form a new word by using prefix 'in'.
 - v) Give adjective form of 'act'.

Q2) a) Answer the following questions in 3 to 4 sentences each. (Any Three)[9]

- i) What were the girls doing in the garden?
- ii) Describe the scene to the north of the Nalapat House.
- iii) What does the author dream about the state of Alabama?
- iv) Whom does money reproach? Why?
- v) What does the blind boy wish to know?

b) Write short notes on any two of the following in about 50 to 60 words each. [6]

- i) The grandmother in 'The Nalapat House'.
- ii) Martin Luther king's warning to the Negroes.
- iii) The theme of the poem 'Money'

Q3) a) Suppose you are an assistant manager in the Indocount textile company, Gokul shirgaon. Write a fax to your personnel manager asking him to send the progress report of the workers. Imagine necessary details. [6]

b) Suppose you are the owner of a readymade garment shop 'Top In Town'. Write an e-mail to your wholesaler complaining that you have recieved five T-shirts and three trousers in damaged condition against your order. Imagine necessary details. [6]



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- Q4) a) Draft an office order regarding the promotion of Mr. Pratap Nivas Sohani to the post of office superintendent. Imagine necessary details. [6]
- b) Write a letter of application in response to the following advertisement. [7]

WANTED

A medical Representative

Qualifications: A science graduate

With good communication skill
in English and Hindi.

Candidate should have

A two wheeler with a driving license.

Apply to: The manager,

Sunrise Pharma Ltd.

Plot No. 1125, MIDC

Satara





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Total No. of Pages : 2

Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, November - 2017

BUSINESS ECONOMICS (Paper - I)

Sub. Code : 59638

Day and Date : Saturday, 11 - 11 - 2017

Time : 03.00 p.m. to 05.00 p.m.

Total Marks : 50

Instructions : 1) All questions carry equal marks.
2) Attempt any five questions out of seven.

- Q1) Answer in short. (Any two) [10]**
- State the features of business economics.
 - Explain the meaning of demand function.
 - What is meant by income elasticity of demand?
- Q2) Discuss the nature and scope of business economics. [10]**
- Q3) Describe the types of goods. [10]**
- Q4) Define the price elasticity of demand and its types. [10]**
- Q5) Explain the methods of demand forecasting. [10]**
- Q6) Describe the production theory of law of returns to scale. [10]**
- Q7) Write a short notes. (Any two) [10]**
- Production function.
 - External economics.
 - Importance of demand forecasting.

P.T.O.



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मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) खालील सात पैकी कोणतेही पाच प्रश्न सोडवा.

Eco Novem. 2017

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) व्यवसायिक अर्थशास्त्राची वैशिष्ट्ये सांगा.
ब) मागणी फलनाचा अर्थ स्पष्ट करा.
क) मागणीची उत्पन्न लवचिकता म्हणजे काय?
- प्र.2) व्यावसायिक अर्थशास्त्राचे स्वरूप व व्याप्तीची चर्चा करा. [10]
- प्र.3) वस्तूंचे विविध प्रकार विषद करा. [10]
- प्र.4) मागणीच्या किंमत लवचिकता म्हणजे काय? व तिचे प्रकार सांगा. [10]
- प्र.5) मागणी पूर्व अनुमानाच्या पद्धती स्पष्ट करा. [10]
- प्र.6) उत्पादन फलनाचा प्रमाणशीर बदलाचा नियम विषद करा. [10]
- प्र.7) टिपा लिहा. (कोणत्याही दोन) [10]
अ) उत्पादन फलन.
ब) बहिर्गत बचती.
क) मागणी पूर्व अनुमानाचे महत्त्व

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Total No. of Pages :3

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B.Com. (Part - I) (Semester - I) Examination, November - 2017

PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Wednesday, 15 - 11 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five questions.
 - 2) All questions carry equal marks.
 - 3) Figures to the right indicate full marks.

Q1) Answer the following questions in short (any two) : [10]

- a) What are the features of marketing?
- b) What is significance of consumer behaviour?
- c) What is Targeting?

Q2) What is marketing? Explain core concept of marketing? [10]

Q3) Explain in brief various factors affecting consumer behaviour. [10]

Q4) Explain steps involved in marketing research. [10]

Q5) Explain concept and importance of market segmentation. [10]

Q6) Explain Marketing Information System and its components. [10]

P.T.O.



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[10]

Q7) Write short notes (any two) :

- Importance of marketing for consumer.
- Buying Decision Process.
- Concept of Positioning.

मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
 - सर्व प्रश्नांना समान गुण आहेत.
 - उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवतात.

प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- विपणनाची वैशिष्ट्ये कोणती आहेत?
- उपभोक्ता वर्तणूकीचे महत्त्व काय?
- लक्षकेंद्री विपणन म्हणजे काय?

प्र.2) विपणन म्हणजे काय? विपणनाची मूलभूत संकल्पना स्पष्ट करा.

[10]

प्र.3) उपभोक्ता वर्तणूकीवर परिणाम करणारे विविध घटक थोडक्यात स्पष्ट करा.

[10]

प्र.4) विपणन संशोधनातील विविध टप्पे विशद करा.

[10]

प्र.5) बाजारपेठ विभाजनाची संकल्पना व महत्त्व विशद करा?

[10]

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प्र.6) विपणन माहिती पध्दत म्हणजे काय ते सांगून तिचे घटक स्पष्ट करा.

[10]

प्र.7) टीपा लिहा (कोणत्याही दोन)

[10]

- अ) विपणनाचे उपभोक्त्याच्या दृष्टीने महत्व
- ब) खरेदी निर्णय प्रक्रिया
- क) वस्तूचे स्थाननिश्चितीकरण



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B.Com. (Part - I) (Semester - I) Examination, November - 2017**ACCOUNTANCY (Paper - I)****Financial Accounting****Sub. Code : 59640**

Day and Date : Tuesday, 14 - 11 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) The following were the balance sheet of M/s A & B and M/s C & D as on 31.3.2017.

Balance Sheet as on 31.3.2017

Liabilities	A & B Rs.	C & D Rs.	Assets	A & B Rs.	C & D Rs.
Capitals			Land & Building	40,000	--
A	35,000	--	Plant And Machinery	60,000	--
B	35,000	--	Furnitures	--	4,200
C	--	24,000	Stock	30,000	50,000
D	--	22,000	Debtors	15,000	40,000
Reserve Fund	10,000	9,000	Bills Receivable	--	1,000
Creditors	40,000	40,000	Cash	5,000	4,800
Bills Payable	30,000	--			
Mrs. C s Loan	--	5,000			
Total	1,50,000	1,00,000	Total	1,50,000	1,00,000

A & B shared profits and losses in the ratio of 3 : 2 where as C & D shared profit and losses equally. The two firm decided to amalgamate their business on the following terms.

- i) Plant and machinery to be depreciated by 5%.
- ii) Land & building to be appreciated by 15%.
- iii) Debtors to be taken after providing for reserve and doubtful debts at 5% of both firms.

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- (iv) All liabilities were taken over except Mrs. C's loan which was taken over by Mr. C.
 (v) Goodwill of A & B was agreed at Rs. 15,000 and that of C & D at Rs. 9,000. It is further agreed that goodwill shall not be retained in the book of the new firm.
 (vi) The total amount of capital of the new firm was to be Rs. 1,50,000 and capitals of A, B, C, D was to be in their new profit sharing ratio which was 2 : 2 : 1 : 1 respectively and necessary adjustments were to be made by cash.

You are required to prepare :

- I) Revaluation A/c and partners capital A/c in both the firms. [10]
 II) Opening Balance Sheet in the books of new firm. [10]

Q2) Attempt any Two (a, b & c) :

- a) Satya & Vishva were in partnership sharing profits and losses in the proportion of 3 : 2 respectively. The balance sheet as on 31st December 2016 was as under : [10]

Liabilities	Rs.	Assets	Rs.
Sundry creditors	14,000	Cash	2,000
Bills payable	6,000	Investments	6,000
Satyas loan	8,000	Sundry debtors	12,000
Reserve fund	10,000	Stock	40,000
Capital fund :		Furniture	6,000
-- Satya	40,000	Machinery	42,000
-- Vishva	30,000		
	1,08,000		1,08,000

On 1st January, 2017 Bharati Ltd. Was incorporated to take over certain assets and liabilities of the firm :

- i) The company takes over all assets (except cash and investments) and all liabilities (excepts Satyas Loan).
 ii) The purchase consideration was agreed at Rs. 1,20,000 payable 1/5 in cash & 4/5 in shares of Rs. 100 each.
 iii) The firm sold the investment for Rs. 8,000 & paid off Satyas loan.
 iv) The expenses of dissolution incurred by the firm amounted to Rs. 2,000.

You are required to calculate Purchase consideration and Realization account.



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- b) Dr. Patil a medical practitioner. Commence practice on 1st Apr. 2016. His receipt and payments Account for the year ended 31st March 2017 was as follows : [10]

Receipts	Rs.	Payments	Rs.
To Cash Balance	80,000	By Equipment	96,000
To Visits	2,40,000	By Furniture	9,000
To Sundry Receipts	22,000	By Salary to Nurse	72,000
		By Drugs	30,000
		By Rent	27,200
		By Stationery	3,000
		By Electricity	4,200
		By Periodicals	2,800
		By Conveyance	4,200
		By Books	6,000
		By Drawing	50,000
		By Balance c/d.	
		Bank - 24,000	
		Cash - 13,600	37,600
	3,42,000		3,42,000

- i) Use of conveyance was for private purposes.
- ii) Value of drugs on hand on 31.3.2017 was Rs. 2,600.
- iii) An amount of Rs. 42,000 was still to be received on account of visits.
- iv) Depreciate furniture @ 10%. Equipment @15% and books @ 5%.
- v) Unpaid salaries at the end amounted to Rs. 6,000.

Prepare Receipt and Expenditure A/c of Dr. Patil for the year ending 31.3.2017.

- c) Sita, Gita & Lata were partners sharing profits and losses in the ratio 3 : 2 : 1 respectively. The Balance Sheet of the firm as on 31st March 2016, was as under. : [10]

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	12,000	Cash at Bank	8,800
General Reserves	10,800	Debtors	30,000
Capitals		Stock	24,000
Sita – 45,000		Furniture	18,000
Gita – 30,000		Plant and Machinery	32,000
Lata – 15,000	90,000		
	1,12,800		1,12,800

The partners of the firm decided to dissolve the firm & to form a Private Ltd. Company to take over the business of the firm on the above date subject to the following adjustments :

- The assets are transferred to new company at following values : Debtors Rs. 28,000, Stock Rs. 20,000, Plant & Machinery Rs. 40,000.
- Furniture were sold at Rs. 16,000.
- The new company valued the goodwill at Rs. 4,000
- The creditors of the firm are to be transferred to new company at Rs. 11,200.
- Realization expenses amounted to Rs. 1,200.
- Purchase consideration is to be given in the form of 7,200 equity shares of Rs. 10 each and balance in cash.

You are required to compute the Purchase consideration of the firm.

Q3) Write Short Note (Any Two)

[10]

- Branches of Accounting
- Purchase Consideration
- Dual Aspect Concept
- Objective of Amalgamation of Partnership Firm

▽▽▽▽

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B.Com. (Part - I) (Semester - II) Examination, December - 2016

BUSINESS MATHEMATICS (Paper - II)

Sub. Code : 59653

Day and Date : Tuesday, 06 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any two: [10]

- a) Find derivative of function $y = a^x$ from first principle.
- b) Show that, $f(x) = 3x^4 + x^2$ is an even function.
- c) The cost of a commodity is given by $c = x^2 + 4x + 4$. Find the average cost and marginal cost. Also find the output for which average cost equals the marginal cost.

Q2) State only types of functions. (any four) [10]

Draw the graph of $y = 2^x$ by taking values $x = -3, -2, -1, 0, 1, 2, 3$.

Q3) If u and v are differentiable functions of x and $y = u \times v$, then prove that,

$$\frac{dy}{dx} = u \cdot \frac{dv}{dx} + v \cdot \frac{du}{dx} \text{ and hence find } \frac{d}{dx} [x^2 \cdot a^x]. \quad [10]$$

Q4) Prove that, $\int_0^a f(x) \cdot dx = \int_0^a f(a-x) \cdot dx$ and hence evaluate,

$$\int_0^5 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{5-x}} \cdot dx \quad [10]$$

P.T.O.



Q5) a) Evaluate the following limits.

i) $\lim_{x \rightarrow 0} \frac{x^3 + 10x^2 + 4x}{x}$

ii) $\lim_{x \rightarrow 3} \frac{\sqrt{x^2 + 1} - \sqrt{10}}{(x - 3)}$

b) Differentiate the following w.r.t. x

i) $y = x^2 + 2^x + 2^2$

ii) $x^2 + y^2 = xy$

[10]

Q6) a) Evaluate the following.

i) $\int x \cdot e^x \cdot dx$

ii) $\int_0^2 (2x + 3x^2) \cdot dx$

b) Prove that, $\int_a^c f(x) \cdot dx + \int_c^b f(x) \cdot dx = \int_a^b f(x) \cdot dx$ where $a < c < b$.

[10]

Q7) Attempt any two:

[10]

a) If the demand law is $p = 36 - x^2$, find the consumer's surplus for $x = 3$.

b) Find the total revenue function and demand function if the marginal revenue function is given by $MR = 7 - 4x - x^2$.

c) State the conditions of maxima and minima of the function $f(x)$.

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B.Com. (Part - I) (Semester - II) Examination, December - 2016

TAX PROCEDURE & PRACTICE (Paper - IV)

Professional Tax and Service Tax (Vocational)

Sub. Code : 55884



Day and Date : Tuesday, 06 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

Instructions : 1) Attempt any FIVE.

2) Figures to the right indicate marks.

Q1) Write short notes on (any two): [10]

- Levy and charge of tax under the Professional Tax Act 1975.
- Due dates of filing of returns under the Professional Tax Act 1975.
- Registration and Enrollment under the Professional Tax Act 1975.
- Procedure for payment of Tax and Interest before issue of show cause notice under Service Tax.

Q2) Compute the annual professional tax liability in following case. M/s. Lotus Computer Company has following employees (Financial Year 01.04.2015 to 31.03.2016). [10]

Name	Monthly Salary
Mr. Mahesh Mane	Rs. 9,500
Mr. Nandu Mirajkar	Rs. 13,500
Sou. Megha Bodas	Rs. 8,000
Mr. Manoj Kulkarni (CEO)	Rs. 50,000
Mr. Maruti Mane (From 01.11.2015)	Rs. 20,000

P.T.O.

Q3) Determine the professional tax liability in following cases. [10]

- a) M/s. Raj Enterprises is registered under MVAT. His annual turnover for last year is Rs. 7,85,000/-
- b) Solapur Grahak Sahakari Bhandar Ltd., a primary consumer co-operative society.
- c) Mr. Sawant, owner of two three wheeler goods carriage vehicle.
- d) Mr. Dhananjay, Member of association recognized under the forward contract (Regulation) Act 1952 whose total income exceeds Rs. 5,00,000/-
- e) Mr. Raju, estate agent and building contractor whose total income is Rs. 1,75,000/- for last year.

Q4) Interest on delayed refund under the Service Tax. [10]

Q5) Describe the penalties u/s 76 and 78 under the Service Tax. [10]

Q6) Explain the procedure of getting enrolled under the Profession Tax Act. [10]

Q7) Consequences of failure to deduct or to pay tax under the Profession Tax Act. [10]





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B.Com. (Part - I) (Semester - II) Examination, APRIL - 2017
ENGLISH (Compulsory) (Paper - II)
English for Business Communication
Sub. Code : 59647

Day and Date : Saturday, 01 - 04 - 2017

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

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

Q1) A) Complete the following sentences choosing the correct alternatives from the ones given below. [5]

i) The woman wanted the baby doll because _____

- a) It was very beautiful
- b) It was her husband's gift
- c) It was her companion when she feels lonely
- d) It looks like a real baby

ii) We have no time to _____

- a) Stand and stare
- b) Enjoy life
- c) Look after our family
- d) Look after self.

iii) Gillian's uncle had left him _____.

- a) 10000 dollars
- b) 1000 dollars
- c) A house
- d) A diamond pendant

P.T.O.



- iv) The man-eating leopard of Rudraprayag was finally shot by the well-known hunter _____
- a) Jim corbett b) John corbett
c) Atkinson d) Philip Mason
- v) In the 'First they said' oppressed people took money and _____
- a) Improved their life
b) Raised army
c) Purchased food
d) Bought cloths

B) Do as directed :

[5]

- i) Give synonym of 'Pleasant'
- ii) Give antonyms 'Attract'
- iii) Form a new word by using suffix 'tion'
- iv) Form a new word by using prefix 'un'
- v) Give the noun form of 'Creative'

Q2) A) Writer answers to 3 out of 5 questions in about 3 to 4 sentences each.[9]

- i) The woman chooses the baby doll over the man. Why?
- ii) What are the simplest pleasures of nature that we cannot enjoy?
- iii) What did old bryson suggest to gillian about spending money?



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- iv) How does the poet disapprove charges labeled against 'we' in the poem 'First, They Said'?
- v) How did the narrator described beauty of mandakini river?
- B) Write short notes in about 50 to 60 words each (2 out of 3) [6]
- i) The Woman in 'The Worker'
- ii) Guptkashi
- iii) Compare city life and village life in the poem 'Leisure'.

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Q3) A) Draft an advertisement copy of the following keeping with its structure and using the essential words, phrases and various sentence types. Invent names for the product : Television [6]

B) Prepare a Pie-diagram representing the data given. [6]

Distribution of Income

Sr. no.	Source	%percentage
1	Customs	14
2	Excise	24
3	Income Tax	51
4	Corporate Tax	12
	Total	100

- i) Make the statements of generalization based on the data above.
- ii) Make the statements of comparison and contrast about the data

Q4) A) Draft a notice for the regular monthly meeting of the members of the sharad sports club, giving details like day, date,time, place etc. [6]



B) Imagine yourself as secretary of the paranjape housing society. Prepare minutes of 4th monthly meeting of the members of the society using following items of the agenda. [7]

4.01 Confirmation of the minutes of the last meeting

4.02 Matters arising out of the minutes

4.03 Purchase of 2 new table tennis boards

4.04 Appointment of a new watch-man

4.05 Any other business with the permission of the chairpersonsda

4.06 Date of the next meeting





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B.Com.(Part - I) (Semester - II) Examination, April - 2017

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Monday, 03 - 04 - 2017

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

- Q1)** Write short answers. (any two) [10]
- a) State concept of price discrimination.
 - b) Explain concepts of Money and real wages.
 - c) State the Average Cost and marginal cost
- Q2)** State the characteristics of perfect competition. [10]
- Q3)** Explain the Ricardian theory of rent. [10]
- Q4)** State price determination under monopoly market. [10]
- Q5)** Explain liquidity preference theory of interest. [10]
- Q6)** State risk-bearing theory of profit [10]
- Q7)** Write short notes. (any two) [10]
- a) Selling cost.
 - b) Opportunity cost
 - c) Quasi rent.

P.T.O.

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मराठी रूपांतर



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- सूचना : 1) सर्व प्रश्नांना समान गुण आहे.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा

प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन)

[10]

- अ) मूल्यभेदाची संकल्पना स्पष्ट करा.
ब) पैशातील वेतन आणि वास्तव वेतन या संकल्पना स्पष्ट करा.
क) सरासरी खर्च आणि सीमांत खर्च या संकल्पना स्पष्ट करा.

प्र.2) पूर्णस्पर्धेच्या बाजारपेठेची वैशिष्ट्ये विशद करा.

[10]

प्र.3) रिकार्डोंचा खंडाचा सिद्धांत स्पष्ट करा.

[10]

प्र.4) मत्केदारीच्या बाजारातील किंमतनिश्चिती विशद करा.

[10]

प्र.5) व्याजाचा रोकड प्राधान्यप्रवृत्ती सिद्धांत स्पष्ट करा.

[10]

प्र.6) नफ्याचा धोका पत्करण्याचा सिद्धांत विशद करा.

[10]

प्र.7) टीपा लिहा (कोणत्याही दोन)

[10]

- अ) विक्री खर्च
ब) संधी खर्च
क) आभास खंड





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B.Com. (Part - I) (Semester - II) Examination, April - 2017
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Wednesday, 05 - 04 - 2017

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions :**
- 1) Attempt any five questions out of seven.
 - 2) Figures to the right indicate full marks.

Q1) Write short answers (any two): [10]

- a) Explain various leadership styles.
- b) What is financial and non - financial motivation?
- c) Explain the control process.

Q2) Explain the causes of resistance to change. [10]

Q3) Explain Abraham Maslow's Need Hierarchy theory of motivation. [10]

Q4) What do you mean by leadership? What are the traits in leadership? [10]

Q5) Explain the techniques of control. [10]

P.T.O.



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Q6) Explain the emerging horizons of management in changing environment.[10]

Q7) Write short notes (Any Two): [10]

- Theory 'Y'
- Process of communication
- Mintzberg's managerial roles

मराठी रूपांतर

- सूचना :
- सातपैकी कोणतेही पाच प्रश्न सोडवा.
 - उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा.(कोणतेही दोन) [10]

- विविध नेतृत्व शैली स्पष्ट करा.
- आर्थिक व बिगर-आर्थिक कार्यप्रेरणा म्हणजे काय?
- नियंत्रण प्रक्रिया स्पष्ट करा.

प्र.2) बदलास विरोध करण्याची कारणे स्पष्ट करा. [10]

प्र.3) अब्राहम मास्लो यांचा कार्यप्रेरणेविषयक श्रेणीबद्ध गरजांचा सिद्धान्त स्पष्ट करा. [10]

प्र.4) 'नेतृत्व' म्हणजे काय? नेतृत्वाचे गुण कोणते आहेत? [10]



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✓ प्र.5) नियंत्रणाची तंत्रे स्पष्ट करा.

[10]

✓ प्र.6) बदलत्या पर्यावरणातील व्यवस्थापनाची उद्योन्मुख क्षेत्रे स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

अ) 'य' सिद्धान्त

✓ ब) संदेशवहनाची प्रक्रिया

✓ क) मिंटझबर्ग यांच्या व्यवस्थापकीय भूमिका

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B.Com. (Part - I) (Semester - II) Examination, April - 2017
FINANCIAL ACCOUNTING (Paper - II)

Sub. Code : 59650

Day and Date : Thursday, 06 - 04 - 2017

Time : 03.00 p.m. to 05.00 p.m.

Total Marks : 50

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

Q1) Mr. Abhijeet keeps his books under Single Entry System, supplies you the following information for the year ended 31st December, 2006.

Details of assets and liabilities as on 1st January, 2006 and 31st December, 2006.

Particulars	1-1-2006 Rs.	31-12-2006 Rs.
Plant & Machinery	12,500	12,500
Furniture	80,000	80,000
Stock	18,700	23,400
Sundry Debtors	12,000	14,000
Bills Receivable	4,000	15,000
Bills Payable	1,000	4,200
Sundry Creditors	9,000	1,500
Bank Overdraft	-	10,000

P.T.O.



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Summary of Cash Book.

Particulars	₹.	Particulars	₹.
To Balance b/d	7,350	By. S. Creditors	27,100
To S. Debtors	38,400	By Bills Payable	8,300
To B/R Realised	13,000	By Wages	13,250
To Commission	1,500	By Salaries	6,500
To Cash Sales	8,600	By Rent	5,200
		By School fees(son)	1,000
		By Advertisement	330
		By Drawings	6,520
		By Balance c/d	650
	68,850		68,850

Adjustments :-

- 1) Outstanding salary during the year amounted to Rs. 1,400.
- 2) Depreciate Plant & Machinery and furniture by $2\frac{1}{2}\%$ and 5% Respectively.

Prepare :-

- a) Trading, profit & loss A/c for the year ending 31.12.2006 and Balance sheet as on that date. [10]
- b) Total debtors A/c, Total creditors A/c, Bills Receivable A/c and Bills payable A/c. [10]



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Q2) Attempt any two of the following (A, B and C).

- A) On 1st April, 2010 Mitheen & Sons Pune consigned goods to Priyanka & Co. of Kolhapur costing Rs. 32,000 of a proforma invoice price of Rs. 48,000/- Mitheen & Sons paid Rs. 1,000 for freight and Rs.1,200 for insurance.

Priyanka & Co. paid Rs. 1,800 for carriage and other expenses Rs.1,200. She sent a bank draft of Rs.10,000 to Mitheen and sons as an advance. Priyanka & Co. sold all goods for Rs. 82,000. Priyanka & Co. is entitled to a commission at 5% on gross sales. Priyanka & Co. remitted balance to Mitheen & sons after deducting her commission and expenses.

Prepare consignment A/c and Priyanka & Co. A/c in the books of consignor. [10]

- B) From the following particulars relating to Sangli branch for the year ended 31st March, 2012

	₹.
Stock at Br.1.4.2011	12,000
Debtors at Br. 1.4.2011	4,800
Petty cash at Br. 1.4.2011	500
Goods sent to Branch during the year	84,000
Cash sales	72,000
Credit sales	<u>34,000</u>
	1,06,000
Cash Received from Debtors	34,000
Discount allowed to customer	150
Allowances to Debtors	210
Salary outstanding 1.4.2011	200
Salary outstanding 31.3.2012	300
Cash sent to Branch for –	
Salaries	Rs. 2,400
Rent	Rs. 2,000
Petty cash	Rs. 700
Insurance	Rs. <u>1,200</u>
(Upto June 2012)	6,300
Goods returned to H.O.	1,000
Goods returned by Debtors	2,000
Stock of Br. on 31.3.2012	5,500
Petty expenses of Branch	750

You are required to prepare Sangli Branch A/c

[10]

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- C) Shubhangi Traders, Kolhapur consigned goods to Mr. Manish of Pandharpur amounting to Rs.38,000/- of invoice price of Rs. 56,000. She paid Rs. 1,500 for freight and Rs. 1,200 for other expenses. Mr. Manish of Karad accepted a bill for Rs. 25,000/- immediately towards the goods received.

As per the term of agreement Mr. Manish was entitled to receive a commission of 5% on total sales and 2% on credit sales. The total sales of Mr. Manish 78,000/-. Mr. Manish paid. Rs. 1,700 for carriage, Rs.800 for other expenses and Rs. 500 for advertising. Mr. Manish settled the account through Bank draft.

Prepare consignment A/c and consignees A/c in the books of consignor.

[10]

Q3) Write short notes (Any two) :

[10]

- Objectives of Br. Accounting.
- Features of Tally.
- Consignment and sales.
- Computerised Accounting.





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Total No. of Pages : 2

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B.Com.(Part - I) (Semester - II) Examination, April - 2017

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Friday, 07 - 04 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

- Q1)** Answer the following questions in brief. (any two) [10]
- a) Explain the non-store Retailing.
 - b) State the types of Distribution channels.
 - c) Explain the characteristics of services.
- Q2)** State the problems in service Marketing. [10]
- Q3)** Explain the Difference between Brandname and Trademark. [10]
- Q4)** State the classification of Retailers. [10]
- Q5)** Explain the sales Promotion Techniques. [10]
- Q6)** Explain the factors affecting price of a product / service. [10]
- Q7)** Write short notes. (any two) [10]
- a) Importance of Distribution channels.
 - b) Nature of Retailing.
 - c) Meaning of services.

P.T.O.



मराठी रूपांतर

sem-II AP. 17
Mark.

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- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी पाच प्रश्न सोडवा.

प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- अ) बिनदुकानी किरकोळ व्यापार स्पष्ट करा.
ब) वितरण मार्गाचे प्रकार विशद करा.
क) सेवांची वैशिष्ट्ये स्पष्ट करा.

प्र.2) सेवा विपणनातील समस्या विशद करा. [10]

प्र.3) बोधनाम व व्यापारचिन्ह यातील फरक स्पष्ट करा. [10]

प्र.4) किरकोळ व्यापाराचे वर्गीकरण विशद करा. [10]

प्र.5) विक्रयवृद्धीची तंत्रे स्पष्ट करा. [10]

प्र.6) वस्तू/सेवांच्या किंमतीवर परिणाम करणारे घटक स्पष्ट करा. [10]

प्र.7) टीपा लिहा (कोणत्याही दोन) [10]

- अ) वितरण मार्गाचे महत्त्व.
ब) किरकोळ व्यापाराचे स्वरूप.
क) सेवांचा अर्थ.





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Total No. of Pages : 4

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B.Com.(Part - I) (Semester - II) Examination, April - 2017**TAX PROCEDURE AND PRACTICE (Paper - III)****Indian Income Tax System and IT Laws (Vocational)****Sub. Code : 55876****Day and Date : Friday, 07 - 04 - 2017****Total Marks : 50****Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) All question carry equal marks.
 - 2) Attempt any five questions out of seven.

Q1) Write short notes on (Any two) [10]

- a) Gross Total Income.
- b) Chapter VI A
- c) Deemed Income from Profession
- d) U/S 80 G.

Q2) Explain the Deemed Income from Business U/S 41 [10]

Q3) Explain the Deductions in respect of U/S 80G. [10]

Q4) Explain the following Profit and Loss Account of Shri Bhushan Nagarkar of Gandhinagar. Compute his Business Income for the Assessment Year 2016-2017. [10]

Profit and Loss Account 2015-16

Particulars.	Amount.	Particulars.	Amount.
To Salary to staff	60,000	By Gross Profit	9,90,000
To Interest on capital	54,000	By Rent of House property	1,57,500
To Shop Rent	81,000	By Dividend of Co-op Society	72,000
To Postage	3,000	By Inst. on Bank F.D.	9,000
To Sales Tax	24,000	By Ag. Income	36,000
To Municipal Tax	13,500		
To Repairs	9,000		

P.T.O.



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To Household Exp.	90,000		
To Depreciation	27,000		
To Collection Charges	450		
To Donations	9,000		
To LIC premium	18,000		
To Fire Insurance	4,050		
To Income Tax	36,000		
To Net Profit	8,05,500		
	12,64,500		12,64,500

Other Information's:

- Depreciation allowable as per rules Rs. 36,000
- Municipal taxes and repairs are related to HP let out.
- Collection charges are in respect of dividend, and Donation to National Fund. Compute his income from Business.

Q5) Mr. K. Sushant a resident individual, has submitted following particulars- for the AY 2016-2017. Compute his Gross taxable income. [10]

Particulars	Amount.
Income from house property. (computed)	13,20,000
Income from business	2,50,000
Long term capital Gain	11,43,600
Part Time Teacher Job income	12,68,000
LIC Commission	2,40,000
Repayment of Housing loan to HDFC	4,82,000
National Infrastructure Bonds Investments.	1,62,000
Donation to Local Mandal	55,000
Income Tax Paid.	15,000



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Q6) Dr. Madhuri has given Receipt and Payment Statement for the Year ending 2016, and there information, Your Request to compute the taxable income from Profession. [10]

Particulars.	Rs.	Particulars.	Rs.
Opening balance	1,10,000	Rent of Dispensary	2,12,000
Coñsultation fees	4,00,000	Salary to Staff	60,000
Sale of Medicines	3,00,000	Cost of Medicines	90,000
Visiting fees	1,50,000	Membership fees	15,000
Gift from patients	20,000	Purchase of car	3,00,000
Rent of the house	50,000	Surgical Equipment	60,000
property	30,000	Car Expenses	30,000
Dividend from company		Municipal Taxes	16,000
		Stationary	22,000
		Books (Medical Annuals)	27,500
		Personal Drawings	70,000
		Income Tax	45,000
		Miscellaneous expenses	13,000
		Donations	10,000
		LIC	50,000
		Closing Balance	39,500
Total	10,60,000	Total	10,60,000

Additional information's:

- Member ship Includes Gimkhana club.
- 33.33% car expenses related to personal.
- Medical stock on 31/03/2016. Was Rs.7,000 at cost.
- Donations to Govt. Fund.
- Depreciation on car is 22,500, Block assets Rs.60,000. and 100% on Book's.



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Q7) Mr. Makarand M. of Bombay, Gives his following Investment Information for the year ending 31/03/2016. You are request to compute he's taxable Income from Other source. [10]

Sr.No	Particular's	Amount in Rs.
01	76% National Savings Certificates	13,00,000
02	87% Mumbai Municipal Bonds Certificates	21,00,000
03	5% Securities of Foreign Government.	13,50,000
04	5 % National SBI Deposit.	14,00,000
05	7 % National Government Bonds Certificates	4,50,000
06	8 % National Planning Certificates	6,00,000
07	8 % Tata Company Equity Shares	3,00,000
08	5.5 % F. D. Certificates	4,00,000

He Paid commission pf Rs. 6500 for collection the Taxable interest on the securities. He also paid Rs. 2,20,000 as interest on Bank Loan, Which was taken for purchasing the NSC and NGBC.





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Total No. of Pages : 2

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B.Com. (Part - I) (Semester - II) Examination, April - 2017**BUSINESS MATHEMATICS (Paper - II)****Sub. Code : 59653**

Day and Date : Saturday, 08 - 04 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions:
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any TWO :**[10]**a) Find derivative of $y = x^2 + 2$ from first principleb) Evaluate : $\lim_{x \rightarrow 3} \left[\frac{x^2 - 5x + 6}{2x^2 - 3x - 9} \right]$ c) If the demand law is $P = 5 - x^2$, find revenue function and marginal revenue function.**Q2) Define, even and odd function. Draw a graph of function $y = 2^x$ by taking $x = -3, -2, -1, 0, 1, 2, 3$.****[10]****Q3) State the conditions of maxima and minima. Find the points of maxima and minima of the function, $y = x^3 - 3x^2 + 5$.****[10]****Q4) If u and v are differentiable functions of x and if $y = u \cdot v$, then prove that,**
$$\frac{dy}{dx} = u \cdot \frac{dv}{dx} + v \cdot \frac{du}{dx} \text{ and hence find derivative of } y = x^3 \cdot \log^x$$
[10]**P.T.O.**



Q5) State and prove the rule of integration by parts. Hence evaluate, $\int x^2 \cdot \log^x \cdot dx$ [10]

Q6) a) Differentiate the following : w.r.t.x,

i) $y = x^5 + 5^x + 5^5$

ii) $y = \sqrt{x^2 + 2x + 1}$

b) Evaluate the following :

i) $\int \frac{(2x+1)}{(x^2+x+1)} \cdot dx$

ii) $\int_0^3 (2x + 3x^2) \cdot dx$

[10]

Q7) Attempt any two

[10]

a) Evaluate, $\int_0^5 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{5-x}} \cdot dx$

b) The cost function is given by $C = 2 + 3x + x^2$ where x is number of articles produced. Find the total cost, average cost and marginal cost at $x = 3$.

c) Prove that,

$$\int_a^c f(x) \cdot dx + \int_c^b f(x) \cdot dx = \int_a^b f(x) \cdot dx \text{ where } a < c < b.$$





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Total No. of Pages : 4

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, April - 2017

GEOGRAPHY (Paper - II)

Globalization And Market System

Sub. Code : 59654

Day and Date : Saturday, 08 - 04 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Use of map stencils is allowed.
 - 4) Neat diagrams and maps should be drawn wherever necessary.

Q1) Choose correct alternative for following questions.

[10]

- i) To what position does the globalization lead the economy.
 - a) Free
 - b) Stable
 - c) Unstable
 - d) Closed
- ii) What is daily Market?
 - a) Long period market
 - b) Small period market
 - c) Very small period market
 - d) None of these
- iii) Name the trade, which has equal import value and export trade value.
 - a) World trade
 - b) Balanced Trade
 - c) Adverse Balanced trade
 - d) None of these
- iv) What is exported by OPEC?
 - a) Silver
 - b) Copper
 - c) Petroleum
 - d) Ironore
- v) When was the european Economic Community (EEC) trade organization established?
 - a) 1 January 1948
 - b) 1 January 1958
 - c) 1 January 1938
 - d) 1 January 1878

P.T.O.



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Q3) Write in brief answers of any four of the following questions:

[20]

- Explain the nature of globalization.
- What is importance of international trade.
- State the geographical factors affecting market system
- What are the objectives of world Trad organisation.
- Write information on tourism in modern period in India.
- Give an account of tourist centers in Delhi.

मराठी रूपांतर

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
3) नकाशा स्टेनिसल्स वापरण्यास परवानगी आहे.
4) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- जागतिकीकरणामुळे अर्थ व्यवस्थेला कोणती स्थिती प्राप्त होते ?
अ) मुक्त
ब) स्थिर
क) अस्थिर
ड) बंदिस्त
- दैनिक बाजारपेठ काय आहे ?
अ) दिर्घकालीन बाजारपेठ
ब) अल्प कालावधी बाजारपेठ
क) अतिअल्प कालावधी बाजारपेठ
ड) यापैकी नाही
- आयात मूल्य आणि निर्यात व्यापार मूल्य ज्या व्यापारात समान असते त्या व्यापाराचे नांव सांगा ?
अ) जागतिक व्यापार
ब) संतुलीत व्यापार
क) प्रतिकूल संतुलीत व्यापार
ड) यापैकी नाही
- ओपेक (OPEC) कडून काय निर्यात होते ?
अ) चांदी
ब) तांबे
क) खनिज तेल
ड) लोहखनिज
- यूरोपचा आर्थिक समाज (EEC) व्यापार संघटना कधी स्थापन झाली ?
अ) 1 जानेवारी 1948
ब) 1 जानेवारी 1958
क) 1 जानेवारी 1938
ड) 1 जानेवारी 1878



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- vi) पर्यटन हा कोणत्या प्रकारचा व्यापार आहे ?
अ) दृष्य व्यापार
ब) अदृष्य व्यापार
क) संतुलीत व्यापार
ड) प्रादेशिक व्यापार
- vii) एखाद्या देशाच्या सीमेअंतर्गत होणाऱ्या व्यापारास काय म्हणतात.
अ) प्रादेशिक व्यापार
ब) राष्ट्रीय व्यापार
क) जागतिक व्यापार
ड) यापैकी नाही
- viii) आग्रा हे ऐतिहासिक पर्यटन केंद्र कोणत्या राज्यात आहे?
अ) उत्तरांचल
ब) दिल्ली
क) गोवा
ड) उत्तर प्रदेश
- ix) कोणत्या राज्यात प्रसिध्द ताडोबा अभयारण्य आहे?
अ) केरळ
ब) जम्मू आणि काश्मीर
क) महाराष्ट्र
ड) गोवा
- x) दल सरोवर कोणत्या राज्यात आहे?
अ) जम्मू आणि काश्मीर
ब) उत्तरांचल
क) गोवा
ड) दिल्ली

प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

- अ) जागतिकीकरणाची व्याख्या करा आणि जागतिकीकरणाचे वाईट परिणाम विशद करा. [10]
किंवा
बाजारपेठ म्हणजे काय? बाजारपेठांचे वर्गीकरण द्या.
- ब) यूरोपचा आर्थिक समाजाची (EEC) माहिती द्या. [10]
किंवा
गोवा मधील पर्यटन केंद्राचा वृत्तांत द्या.

प्र.3) खालीलपैकी कोणत्याही चार प्रश्नांची संक्षिप्त उत्तरे लिहा.

- [20]
अ) जागतिकीकरणाचे स्वरूप स्पष्ट करा.
ब) आंतरराष्ट्रीय व्यापाराचे महत्व काय आहे?
क) बाजारपेठेच्या रचनेवर परीणाम करणारे भौगोलिक घटक विशद करा.
ड) जागतिक व्यापार संघटनेची (WTO) उद्दिष्टे काय आहेत?
इ) भारतातील आधुनिक काळातील पर्यटनावर माहिती लिहा.
ई) दिल्ली मधील पर्यटन केंद्राची वृत्तांत द्या.





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B.Com. (Part - I) (Semester - II) Examination, November - 2017

ENGLISH (Paper - II)

English for Business Communication

Sub. Code : 59647

Day and Date : Thursday, 02 - 11 - 2017

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

Q1) A) Rewrite the following sentences by choosing the correct alternative. [5]

- i) Seeing the doll in the drawer, the man _____
 - a) becomes happy
 - b) becomes sad
 - c) is pleasantly surprised
 - d) becomes angry
- ii) This life is full of _____
 - a) joy
 - b) unhappiness
 - c) care
 - d) worries
- iii) Gillian's uncle wrote a _____
 - a) book
 - b) note
 - c) will
 - d) poem
- iv) The deserted temple outside Guptkashi was dedicated to _____
 - a) Sadashiva
 - b) Kedarnath
 - c) Shiva
 - d) Vishnu
- v) The oppressed wait for _____ next insulting words.
 - a) Colonised's
 - b) Oppressor's
 - c) Boss's
 - d) Officer's

P.T.O.



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[5]

- B) Do as directed
- Give the antonym of - 'inferior'.
 - Give the synonym of - 'backward'.
 - Form words by adding suffix - 'tion'.
 - Give the adverb form of - 'sure'.
 - Use the following phrase into your own sentence 'in front of'

Q2) A) Answer the following questions in four to five sentences each (any three): [9]

- What are the things that the man in the play has brought from the office?
- 'When is life 'poor' according to the poet?
- Why did Gillian tear up the account given to Tollman?
- What does the writer say about the deserted Shiva temple?
- How according to the oppressors, do the oppressed exploit the land?

B) Write short notes on any two of the following : [6]

- The theme of racial discrimination in the poem 'first, they said'.
- The man eating leopard of Rudraprayag.
- Mr. Gillian.

Q3) A) Prepare an advertisement copy for a new-refrigerator. Use as many word formation devices as you can. [6]

B) Prepare a Pie-diagram representing the data given below. [6]

Distribution of Revenue

Source	% of Revenue
Customs	14
Excise	40
Incom Tax	30
Corporate Tax	10
Miscellaneous	06
Total	100%



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- Q4)** A) The NSS department of your college has organized a work camp of the students who have enrolled themselves for NSS activities. As a preparation for the camp, the programme officer of NSS has called a meeting of all these students. Imagine relevant details. [6]
- B) Prepare an agenda for the meeting of the all India commerce and management teacher's Association called for the appointment of an Auditor. Imagine relevant details. [7]





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B.Com (Part -I) (Semester - II) Examination, November - 2017

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Friday, 03 - 11 - 2017

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

Q1) Answer in short (any two) [10]

- a) Explain the concept of opportunity cost.
- b) Describe the average revenue and marginal revenue curves under perfect competition.
- c) Explain the concept of break even point.

Q2) Discuss the short run and long run cost curves. [10]

Q3) Explain the characteristics of perfect competition. [10]

Q4) Describe the price and output determination under monopoly. [10]

Q5) State the characteristics of Oligopoly market. [10]

Q6) Explain the uncertainty theory of profit. [10]

P.T.O.



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[10]

Q7) Write a short note. (any two)

- Selling cost
- Modern theory of rent
- Money wages and real wages

मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) खालील सात पैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- वैकल्पिक खर्चाची संकल्पना स्पष्ट करा.
- पूर्ण स्पर्धेतील सरासरी व सीमांत प्राप्ती वक्र विषद करा.
- ना नफा ना तोटा बिंदु संकल्पना स्पष्ट करा.

प्र.2) अल्प व दिर्घकालीन खर्च वक्राची चर्चा करा. [10]

प्र.3) पूर्ण स्पर्धेची वैशिष्ट्ये स्पष्ट करा. [10]

प्र.4) मक्तेदारीतील किंमत व उत्पादन निश्चिती विषद करा. [10]

प्र.5) अल्पाधिकार बाजाराची वैशिष्ट्ये सांगा. [10]

प्र.6) नफ्याचा अनिश्चितचा सिद्धांत स्पष्ट करा. [10]



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[10]

प्र.7) टिपा लिहा. (कोणत्याही दोन)

- अ) विक्री खर्च
- ब) खंडाचा आधुनिक सिद्धांत
- क) पैशातील खर्च व वास्तव खर्च





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B.Com.(Part - I) (Semester - II) Examination, November - 2017
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)
Sub. Code : 59649

Day and Date : Monday, 06 - 11 - 2017

Total Marks :50

Time : 12.00 noon to 02.00 p.m.

- Instructions:
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1)** Write short answers. (any two) [10]
- a) What is motivation? State the characteristics of motivation.
 - b) Explain in brief control process.
 - c) State the reasons for resistance to change.
- Q2)** Define leadership. Explain in brief the various leadership styles. [10]
- Q3)** Explain the financial and non-financial means of motivation. [10]
- Q4)** Define communication. Explain the barriers in communication. [10]
- Q5)** Describe the traditional techniques of control. [10]
- Q6)** Explain the Mintzberg's Managerial rules. [10]
- Q7)** Write short notes. (any two) [10]
- a) 'Theory 'Y'
 - b) PERT (Programme Evaluation and Review Technique)
 - c) Qualities of successful manager.

P.T.O.



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मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) अभिप्रेरणा म्हणजे काय? अभिप्रेरणेची वैशिष्ट्ये लिहा.
ब) नियंत्रण प्रक्रिया थोडक्यात स्पष्ट करा.
क) बदलाच्या प्रतिकाराची कारणे लिहा.

प्र.2) नेतृत्वाची व्याख्या द्या. नेतृत्वाच्या विविध शैली थोडक्यात विशद करा.

[10]

प्र.3) आर्थिक आणि आर्थिकेतर अभिप्रेरणेची साधने स्पष्ट करा.

[10]

प्र.4) संदेशवहनाची व्याख्या द्या. संदेशवहनातील अडथळे विशद करा.

[10]

प्र.5) नियंत्रणाची पारंपारिक तंत्रे विशद करा.

[10]

प्र.6) मिंट्झबर्ग यांची व्यवस्थापकीय भूमिका स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) 'य' सिध्दांत
ब) पर्ट (कार्यक्रम मूल्यमापन व पुनरावलोकन तंत्र)
क) यशस्वी व्यवस्थापकाचे गुण

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B.Com (Part - I) (Semester - II) Examination, November - 2017

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Wednesday, 08 - 11 - 2017

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of Seven.

Q1) Write short answers on (any two) [10]

- a) State the characteristics of Services.
- b) Explain the classification of Retailors by key marketing strategies.
- c) State the importance of distribution channels.

Q2) Explain the difference between barndname and Trademark. [10]

Q3) State the problems in services marketing. [10]

Q4) Explain the nature and Importance of Retailing. [10]

Q5) Explain the importance of price in the marketing mix. [10]

Q6) State the types of distribution channels. [10]

P.T.O.



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[10]

Q7) Write short notes (any two)

- Salesmanship
- Non-Store Retailing
- Meaning of Marketing Services

मराठी रूपांतर

- सूचना :
- सर्व प्रश्नांना समान गुण आहेत.
 - सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- सेवांची वैशिष्ट्ये विशद करा.
- विपणन व्यूहचनेनुसार किरकोळ व्यापाऱ्यांचे वर्गीकरण करा.
- वितरण मार्गांचे महत्त्व विशद करा.

प्र.2) बोधनाम व व्यापार चिन्हांतील फरक स्पष्ट करा.

[10]

प्र.3) सेवांच्या विपणनातील समस्या विशद करा.

[10]

प्र.4) किरकोळ व्यापाराचे स्वरूप व महत्त्व स्पष्ट करा.

[10]

प्र.5) विपणन मिश्रणामधील किंमतीचे महत्त्व स्पष्ट करा.

[10]



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प्र.6) वितरण मार्गाचे प्रकार विशद करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) विक्रयकला
- ब) बिनदुकानी किरकोळ व्यापार
- क) सेवा विपणनाचा अर्थ.





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**B.Com. (Part - I) (Semester - II) Examination,
November - 2017**

BUSINESS MATHEMATICS (Paper - II)

Sub. Code : 59653

Day and Date : Thursday, 09 - 11 - 2017

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of nonprogrammable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any two:

[10]

- a) Find $\frac{dy}{dx}$ for the function $y = e^x$ from the first principal.
- b) If a function $f(x) = x^2 + 5x + 7$, Find x such that, $f(x) = f(x + 1)$.
- c) If $\int_1^2 (3x^2 + 2x + c) dx = 16$, Find value of c .

Q2) Define an even function. Draw a graph of $y = x^2 + 1$ by taking values $x = -3, -2, -1, 0, 1, 2, 3$.

[10]

Q3) If u and v are differentiable functions of x and $y = u.v$ then prove that,

$$\frac{dy}{dx} = u \cdot \frac{dv}{dx} + v \cdot \frac{du}{dx} \text{ and hence find derivative of } y = x^3 \cdot a^x \text{ w.r.t. } x. \quad [10]$$

Q4) State the conditions of maxima and minima. At what point the function $f(x) = 2x^3 - 9x^2 + 12x + 5$ will be maximum? Find the maximum value.

[10]

P.T.O.



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Q5) State and prove the rule of integration by parts. Hence evaluate $\int x \cdot \log x \, dx$ [10]

Q6) a) Evaluate, $\int_0^4 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{4-x}} \, dx$ [10]

b) Find $\frac{dy}{dx}$ if, i) $x^2 + 2xy + y^2 = 4$

ii) $y = \frac{e^x}{x}$

Q7) Attempt any two: [10]

a) Evaluate, $\lim_{x \rightarrow 1} \left[\frac{1}{x-1} - \frac{1}{x^2-x} \right]$

b) Find the cost function $c(x)$, if the marginal cost function $Mc = 5 + 4x + 3x^2$ and $c(0) = 10$.

c) Demand function is $p = 10 - 2x$, Find consumer's surplus at $x = \frac{7}{2}$





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B.Com. (Part - I) (Semester - II) Examination, April - 2018
GEOGRAPHY (Paper - II)

Globalization and Market Systems

Sub. Code : 59654

Day and Date : Friday, 06 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Use of map stencils is allowed.
 - 4) Neat diagrams and maps should be drawn wherever necessary.

Q1) Choose correct alternative for following questions : [10]

- i) Because of globalization economy goes towards.
 - a) Closed economy
 - b) Unstable economy
 - c) Free economy
 - d) Stable economy
- ii) What is seasonal market?
 - a) very small period market
 - b) Long period market
 - c) Small period market
 - d) None of these
- iii) What is the trade that occurs among the nations?
 - a) Free trade
 - b) Regional trade
 - c) International trade
 - d) National trade
- iv) Name the trade, which has equal import trade value and export trade value.
 - a) World trade
 - b) Favourable balanced trade
 - c) Balanced trade
 - d) Adverse balanced trade
- v) When was the Organisation of Petroleum Exporting Countries [OPEC] trade organisation established?
 - a) 14 November 1960
 - b) 14 December 1970
 - c) 1 January 1958
 - d) 14 November 1980

P.T.O



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मराठी रूपांतर

सूचना :

- 1) सर्व प्रश्न आवश्यक आहेत.
- 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
- 3) नकाशा स्टॅन्सिलस वापरण्यास परवानगी आहे.
- 4) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.

प्र.1) खालील प्रश्नांच्या उत्तरांचे योग्य पर्याय निवडा.

[10]

- i) जागतिकीकरणामुळे अर्थव्यवस्था कोणत्या अर्थव्यवस्थेकडे जाते?
 - अ) बंदिस्त अर्थव्यवस्था
 - ब) अस्थीर अर्थव्यवस्था
 - क) मुक्त अर्थव्यवस्था
 - ड) स्थीर अर्थव्यवस्था
- ii) हंगामी बाजारपेठ म्हणजे काय?
 - अ) अति अल्प कालावधी बाजारपेठ
 - ब) दिर्घकालावधी बाजारपेठ
 - क) अल्प कालावधी बाजारपेठ
 - ड) यापैकी नाही
- iii) देशादेशामध्ये घडून येणारा व्यापार म्हणजे काय?
 - अ) मुक्त व्यापार
 - ब) प्रादेशीक व्यापार
 - क) आंतरराष्ट्रीय व्यापार
 - ड) राष्ट्रीय व्यापार
- iv) आयात व्यापार मुल्य आणि निर्यात व्यापार मुल्य ज्या व्यापारात समान असते त्या व्यापाराचे नांव सांगा.
 - अ) जागतिक व्यापार
 - ब) अनुकूल संतुलीत व्यापार
 - क) संतुलीत व्यापार
 - ड) प्रतिकूल संतुलीत व्यापार
- v) खनिजतेल निर्यातदार देशांची संघटना [OPEC] ही व्यापारी संघटना केंव्हा स्थापन झाली?
 - अ) 14 नोव्हेंबर 1960
 - ब) 14 डिसेंबर 1970
 - क) 1 जानेवारी 1958
 - ड) 14 नोव्हेंबर 1980
- vi) युरोपचा आर्थिक समाज [EEC] याची सुरुवात कोठे झाली?
 - अ) मुंबई
 - ब) रोम
 - क) पॅरीस
 - ड) लंडन



या प्रकारचा व्यापार आहे?

- अ) जागतिक व्यापार ब) अदृश्य व्यापार
क) दृश्य व्यापार ड) राष्ट्रीय व्यापार

उत्तरांचल राज्याच्या राजधानीचे शहर कोणते आहे?

- अ) मसुरी ब) नैनिताल
क) डेहराडून ड) बनारस

कोणत्या राज्यात प्रसिद्ध "गेट वे ऑफ इंडिया" आहे?

- अ) गोवा ब) दिल्ली
क) केरळ ड) महाराष्ट्र

केदारनाथ हे प्रसिद्ध धार्मिक पर्यटन केंद्र कोणत्या राज्यात आहे?

- अ) उत्तर प्रदेश ब) हिमाचल प्रदेश
क) जम्मू आणि काश्मीर ड) उत्तरांचल

तर उत्तरे लिहा.

1) चांगले आणि वाईट परिणाम विशद करा. [10]

किंवा

या आधारे बाजारपेठांचे वर्गीकरण द्या.

2) तितदार देशांची संघटनेविषयी माहिती द्या. [10]

किंवा

3) य? दिल्ली राज्याची प्रमुख पर्यटन केंद्रे कोणती आहेत.

4) चार प्रश्नांची थोडक्यात उत्तरे लिहा. [20]

हणजे काय?

हंगांमी बाजारपेठ म्हणजे काय?

समाज [EEC] या व्यापारी संघटनेची उद्दिष्टे काय आहेत?

5) त्याचे महत्व काय आहे?

पर्यटन स्थळांचा वृत्तांत द्या.

विकास महामंडळ" [ITDC] यावर लिहा.

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B.Com. (Part-I) (Semester - II) Examination, March - 2018

ENGLISH (Compulsory) (Paper - II)

English for Business Communication

Sub. Code : 59647

Day and Date : Saturday, 31 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

Instructions :

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

Q1) A) Complete the following sentences choosing the correct alternative: [5]

i) The woman had told about the baby to the _____ .

- a) Messenger
- b) Neighbour
- c) Woman from the company
- d) Friends who have been fired

ii) We have no time to _____ .

- a) Admire nature
- b) Enjoy life
- c) Eat food
- d) Look after our family

iii) Mr. Robert Gillian wanted to consult his friend _____ on how to spend 1000 dollars.

- a) Miss Lotta Lauriere
- b) Miss Mirian Hayden
- c) Old Bryson
- d) Mr. Sharp

P.T.O.



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- iv) _____ saved the Sadhu's life by keeping him in the custody.
- a) Ruskin Bond
 - b) The commissioner of Delhi
 - c) Philip Mason
 - d) Jim Corbett
- v) In the line 'They said we were savages', 'They' refers to the ____.
- a) Oppressed
 - b) Oppressors
 - c) Speaker and his people
 - d) Relatives

B) Do as directed.

[5]

- i) Give synonym for: Pleasant
- ii) Give antonym for: Protect
- iii) Give the adjective for: Suggest
- iv) Make a verb of the word: Generalization
- v) Use the phrase in your own sentence: to depict

Q2) A) Answer the following questions in 2-3 sentences each (any three) [9]

- i) What sort of work does the man have to do in his Office?
- ii) When is life poor according to W.H. Davies in the poem 'Leisure'?
- iii) How did the blind pencil dealer surprise Gillian?
- iv) What does the writer say about the deserted Shiva temple?
- v) What reason does the speaker give to counter 'their' charge that 'we' were savages?

B) Write short notes in about 50-60 words each (any two)

[6]

- i) Young Gillian
- ii) Nature as depicted in the poem 'Leisure'.
- iii) The Woman in 'The Worker'.



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- Q3) A) Write an advertisement copy for 'The Bike for Ladies' and describe its features. [6]
- B) Here is a table diagram giving information about occupational distribution of working population in India. Read it carefully and write a paragraph on it. [6]

Occupation	Distribution of Working Population			
	1961	1991	2001	2007
Primary Sector	68.7%	62.7%	59.3%	52.7%
Secondary Sector	13.8%	14.9%	18.2%	18.8%
Tertiary Sector	17.5%	22.4%	22.5%	28.5%
Total	100	100	100	100

- Q4) A) You are the secretary of the Chetna Housing Society. Draft a notice for the 5th monthly meeting of the members of the society giving details like day, date, time, place etc. [6]
- B) Prepare an agenda for the meeting of the Board of Directors of Ganesh Sahakari Bank Ltd., Sangli to decide the general policy for lending loans, appointment of an auditor, purchase of furniture and new membership etc. [7]





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B.Com. (Part - I) (Semester - II) Examination, April - 2018

PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Tuesday, 03 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five questions out of seven.
 - 2) All questions carry equal marks.
 - 3) Figures to the right indicate full marks.

Q1) Write Short Answers (Any two) : [10]

- a) Explain Theory 'X'.
- b) Explain the process of communication.
- c) Explain the Control Process.

Q2) Define 'Leadership' and explain the Leadership Styles. [10]

Q3) Explain the techniques of control. [10]

Q4) What are the emerging horizons of management in changing environment? [10]

Q5) Explain Abraham Maslow's Need Hierarchy Theory. [10]

Q6) Discuss Henry Mintzberg's managerial roles. [10]

Q7) Write Short Notes (Any Two) : [10]

- a) Positive and Negative Motivation
- b) Functions of a leader
- c) Need for change

P.T.O



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मराठी रूपांतर

सूचना :

- 1) सर्व प्रश्नांना समान गुण आहेत.
- 2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
- 3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन) :

[10]

- अ) 'क्ष' सिद्धान्त स्पष्ट करा.
- ब) संदेशवहनाची प्रक्रिया स्पष्ट करा.
- क) नियंत्रण प्रक्रिया स्पष्ट करा.

✓ प्र.2) नेतृत्वाची व्याख्या द्या व नेतृत्व शैली स्पष्ट करा.

[10]

✓ प्र.3) नियंत्रणाची तंत्रे स्पष्ट करा.

[10]

✓ प्र.4) बदलत्या पर्यावरणात व्यवस्थापनाची उद्योगमुख क्षितीजे कोणती आहेत.

[10]

प्र.5) अब्राहम मास्लो यांचा श्रेणीबद्ध गरजांचा सिद्धान्त स्पष्ट करा.

[10]

✓ प्र.6) हेन्री मिंट्झबर्ग यांच्या व्यवस्थापकीय भूमिकांची चर्चा करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) सकारात्मक व नकारात्मक कार्यप्रेरणा
- ब) नेत्याची कार्ये
- क) बदलाची गरज

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B.Com. (Part - I) (Semester - II) Examination, April - 2018
TAX PROCEDURE AND PRACTICE (Paper - III) (New)
Indian Income Tax System And IT Laws (Vocational)
Sub. Code : 60253

Day and Date : Thursday, 05 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 5.00 p.m.

- Instructions :
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of Seven.

Q1) Write short notes on (Any two) : [10]

- a) Gross Total Income.
- b) Types of Income.
- c) Business Source Income U/S 41.
- d) U/S 80 U.

Q2) Explain the Income from other Source. [10]

Q3) Explain the Deductions in respect of Donations U/S 80C. [10]

Q4) From the following Profit and Loss Account of Shri Somanath Patil of SOLAPUR, compute his Business Income for the Assessment Year 2017-2018. [10]

Profit and Loss Account as at 31.03.2017

Particulars	Amount	Particulars	Amount
To Salaries And Wages	4,80,000	By Gross profit	16,12,000
To Other Expenses	1,30,000	By Bad Debts Recovered	40,000
To Interest on Board capital	82,000	By Interest on Fixed Deposits	60,000
To Bad Debts	40,000	By Dividend from Indian Company's	1,30,000
To R. D. D	30,000		
To Interest Capital	60,000		
To Income Tax provision	50,000		
To Donation	40,000		
To Motor Car Expenses	30,000		
To Depreciation Provision	40,000		
To Net Profit	8,60,000		
Total	18,42,000	Total	18,42,000

P.T.O



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Additional Informations :

- Depreciation allowed Rs. 80,000.
- Motor car is used for private purpose.
- Other expenses include Rs. 12,000 for travelling at Gangotri Tirthayatra (Pilgrimage) Compute the taxable income from business For A.Y. 2017-2018.

Q5) Mr. Anil Bapat a resident individual, has submitted following particulars for the AY 2017-2018. Compute his Gross taxable income. [10]

Particulars	Amount.
✓ 1. Income from business	1,25,500
✓ 2. Long term capital Gain	3,35,000
✓ 3. Part Time Job income	43,500
✓ 4. LIC commission	80,000
5. Repayment of Housing loan to HDFC	2,12,500
6. Rajiv Gandhi Infrastructure Bonds Investments.	1,35,900
7. Donation to Rayat Shikshan Santsha Satar.	67,000
8. Income Tax Paid.	50,000
✓ 9. Income from house property. (computed)	2,80,500

Q6) Dr. Sushant Sonar of kolhapur has given Receipt and Payment Statement for the Year ending 2017, and their information compute the income from Profession. [10]

Particulars.	Rs.	Particulars.	Rs.
Opening Cash balance	45,400	Rent of Dispensary	46,500
✓ Consultation fees	2,36,500	Salary to Staff	15,600
✓ Sale Medicines	42,200	Cost of Medicines	1,30,700
✓ Visiting fees	65,300	Membership fees	2,500
✓ Gift from patients	5,600	Purchase of car	1,30,600
Rent of the house property	23,900	Surgical Equipment	75,800
Dividend from company	22,700	Car Expenses	10,200
✓ Salary from Civil Hospital	1,50,100	Municipal taxes	13,300
		✓ Stationary	5,900
		✓ Books (Medical Annuals)	8,750
		Personal Drawings	45,400
		Income Tax	22,500
		✓ Miscellaneous expenses	1,500
		Donations	5,550
		LIC	30,450
		Closing Cash Balance.	46,450
Total	5,91,700	Total	5,91,700



Additional Informations :

- a) Member ship Includes Gimkhana club.
- b) 1/3 car expenses related to personal.
- c) Medical stock on 31/03/2012. Was Rs. 2500 at cost.
- d) Donations to Chief Minister Fund.
- e) Depreciation on car is 20,500, Block Assets Rs. 25,000, and 100% on Book's.

Q7) Mrs. Sayli S.Kale of Nandalapur, Gives this following Investment Information for the year ending 31/03/2017. You are request to compute she's Total taxable Income. [10]

5.5% Securities of Foreign Government.	Rs 2,50,000.
6.5 % National SBI Deposit.	Rs. 3,60,000.
7.5 % National Government Bonds Certificates	Rs. 3,50,000.
7.0 % National Planning Certificates	Rs. 4,60,000.
6.0% Tata Company Equity Shares	Rs. 3,40,000.
5.5 % F. D. Certificates	Rs. 5,30,000.
5.5 % National Savings Certificates	Rs. 2,20,000.
6.5% Mumbai Municipal Bonds Certificates	Rs. 3,30,000.

She Paid commission of Rs. 12,000 for collection the Taxable interest on the securities. She also paid Rs. 33,000 as interest on Bank Loan, Which was taken for purchasing the NSC.





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Total No. of Pages : 2

Seat No. 9873

B.Com. (Part - I) (Semester - II) Examination, April - 2018

TAX PROCEDURE AND PRACTICE (Vocational) (New)

Profession Tax and GST Act 2017 (Paper - IV)

Sub. Code : 60254

Day and Date : Friday, 06 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five questions out of seven.
 - 2) Figures to the right indicate full marks.

Q1) Write short notes on (any two) : [10]

- a) Explain Schedule - I (Entry No. 10 under the Maharashtra Professional Tax Act, 1975.)
- b) Special provision relating to Casual Taxable Persons and Non-Resident Taxable Persons for registration under GST Act 2017.
- c) Penalty for Non-payment of tax under the Professional Tax Act, 1975.
- d) Persons not liable for registration under GST Act 2017.

Q2) Compute the Professional Tax liability in following case. Dr. Manohar Kadam has following employees. (For the Period Oct-16 to March-17)[10]

Name	Monthly Salary
Mr. Mohit Chavan	Rs. 28,000
Mr. Sushant Pawar	Rs. 25,000
Mr. Sandesh Jadhav	Rs. 38,000
Sou. Minakshi Kale	Rs. 21,000
Mr. Vijay Patil	Rs. 6,500
Sou. Rucha Desai	Rs. 33,200

P.T.O



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Q3) Compulsory registration in certain cases U/s 24 of GST Act 2017. [10]

Q4) Define Employee, Employer, Salary & Perquisite under Professional Tax Act 1975. [10]

Q5) Procedure for registration under GST Act 2017. [10]

Q6) Explain the meaning of Professional tax? Explain the penalties & Interest applicable? [10]

Q7) Explain the procedure of getting enrolled under Professional Tax Enrollment (PTE) & Professional Tax Registration. (PTR) [10]





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Total No. of Pages : 4

Seat No.	9873
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B.Com. (Part - I) (Semester - II) Examination, April - 2018**ACCOUNTANCY****Financial Accounting (Paper - II)****Sub. Code : 59650**

Day and Date : Wednesday, 04 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) The Head office has a branch at Pune. Goods are sent by the H. O. to the Branch at selling price which is cost plus 25%. All the expenses of the Branch are paid by the head Office. All cash collected by the branch is remitted to the Head Office. From the following information relating to Branch as on 31-3-2017.

Debtors on 1 st Jan. 2017	1,20,000
Debtors on 31 st Dec. 2017	1,40,000
Inventory at invoice Price on 1-1-2017	1,60,000
Inventory at invoice Price on 31-12-2017	1,70,000
Cash Sales during the year	6,00,000
Total cash remitted to Head Office	12,70,000
Goods Sent to Branch at invoice Price	14,00,000
Goods returned to Head Office	50,000
Cash Sent to Branch for	
Rent	40,000
Salaries	60,000
	1,00,000
Discount allowed to Debtors	15,000
Bad Debts written off	10,000
Spoilage of Goods	20,000
Returned Goods by Debtors to Branch	5,000

P.T.O.



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From the above information prepare

- a) Branch Account in the Books of H.O. [10]
b) Branch Trading Profit & Loss A/C [10]

Q2) Attempt any two (Out of Three)

- a) Following is the information of Assets, liabilities and other transaction of Mr. Singh

Assets / Liabilities as on	01-04-2016	31-03-2017
Debtors	1,60,000	1,48,000
Creditors	60,000	48,000
Rent payable	1,000	600
Cash	15,000	65,000
Stock	15,000	1,60,000
Plant	1,00,000	1,20,000
Capital	3,64,000	

Cash Transaction

- i) Receipts:

Cash Sales	10,000
Collection from debtors	7,10,000

- ii) Payments

Purchase of plant (on 1-10-2016)	20,000
Rent paid	12,400
Cash Purchase	20,000
Payment to creditors	3,12,000
Salaries	2,00,000
Wages	60,000
Electricity Charges	20,000
Drawings	25,600

Bad debts written off Rs. 2000

Depreciate plant by 10%

From the above information prepare



SP - 21

Trading and profit and loss A/C and opening balance sheet 31.03.2016.

[10]

- b) The Books of India. Ltd. Consigned 200 Radio sets costing Rs. 3000 each to Mr. Vijay and paid Freight Rs. 13000, insurance Rs. 4800 Mr. Vijay accepted a Bill of Rs. 120000 as an advance. Following account sale was received from Mr. Vijay.

	Rs.	Rs.
Sale proceeds of 160 sets		3,20,000
Less: Expenses (Receiving)	4,000	
Commission	16,000	20,000
		3,00,000
Less: Bill accepted as advance		1,20,000
Net amount due		1,80,000
Enclosed demand draft		1,80,000
Balance		Nil

Prepare: Consignment Account in the Books of India Ltd.

[10]

- c) M/s Rajesh Traders, Kolhapur has a branch at Sholapur. The goods are invoiced to the branch so as to show a profit of 30% on Invoice price and selling goods only at invoice price. Following are the transactions relating to the branch.

	Rs.
Stock on 1-4-2017 (invoice price)	12,000
Debtors on 1-4-2017	6,200
Goods sent to branch (at invoice price)	35,000
Goods returned by branch (invoice price)	1,000
Credit sales made	21,000
Cash Sales	20,000
Goods returned by Customers	600
Cash from debtors	19,000
Discount allowed to debtors	300
Allowances to debtors	200
Bad debts	600
Cheques sent to Branch for:	
Salaries	3300
Rent and rates	2,000
Shortage of goods at the branch	400



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You are requested to prepare

- i) Branch Stock A/c
- ii) Branch Debtors A/c
- iii) Branch Expenses A/c
- iv) Branch Adjustment A/c

[10]

Q3) Write Short Notes (Any Two out of Four)

[10]

- a) Objective of Branch Accounting
- b) Del Credere commission
- c) Important features of Tally
- d) Valuation of consignments stock.



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, April - 2018
BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Monday, 02 - 04 - 2018

Time : 3.00 p.m. to 5.00 p.m.

Total Marks : 50

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

- Q1) Write Short Answers (Any two) :** [10]
- a) State revenue curves under monopoly market.
 - b) Explain the exploitation of labour.
 - c) State average cost and marginal cost curves.
- Q2) State price determination under monopoly market.** [10]
- Q3) State price determination of firm in short run under monopolistic competition.** [10]
- Q4) Explain the modern theory of rent.** [10]
- Q5) State the characteristics of Oligopoly market.** [10]
- Q6) State neo-classical theory of interest.** [10]
- Q7) Write Short Notes (Any Two) :** [10]
- a) Price discrimination.
 - b) Uncertainty theory of profit
 - c) Money wage and Real wage

P.T.O



मराठी रूपांतर

सूचना :

- 1) सर्व प्रश्नांना समान गुण आहेत.
- 2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन): [10]

- अ) मक्तेदारीच्या बाजारातील प्राप्तीचे वक्र स्पष्ट करा.
- ब) श्रमिकांचे शोषण कसे होते ते स्पष्ट करा.
- क) सरासरी खर्च व सीमांत खर्च वक्र स्पष्ट करा.

प्र.2) मक्तेदारीच्या बाजारातील किंमतनिश्चिती विशद करा. [10]

प्र.3) मक्तेदारीयुक्त स्पर्धेच्या बाजारातील उद्योगसंस्थेची अल्पकालिन किंमतनिश्चिती विशद करा. [10]

प्र.4) खंडाचा आधुनिक सिद्धांत स्पष्ट करा. [10]

प्र.5) अल्पाधिकाराच्या बाजाराची वैशिष्ट्ये स्पष्ट करा. [10]

प्र.6) व्याजाचा नवसनातनी सिद्धांत विशद करा. [10]

प्र.7) टीपा लिहा (कोणत्याही दोन) [10]

- अ) मूल्यभेद
- ब) नफ्याचा अनिश्चितता पत्करण्याचा सिद्धांत
- क) पैशातील वेतन आणि वास्तव वेतन

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Total No. of Pages : 2

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B.Com. (Part - I) (Semester - II) Examination, April - 2018

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Thursday, 05 - 04 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five questions out of seven.
 - 2) All questions carry equal marks.
 - 3) Figures to the right indicate full marks.

- Q1)** Answer the following questions in brief. (any two) [10]
- a) Explain Importance of after sales Services.
 - b) Classification by marketing Strategies in Retailers.
 - c) Explain importance of sales Promotion mix.
- Q2)** Explain functions and role of Packaging. [10]
- Q3)** Explain factors affecting price of a product. [10]
- Q4)** Explain the importance of channels of distribution. [10]
- Q5)** Explain stages in selling process. [10]
- Q6)** Explain the classification of services. [10]
- Q7)** Write Short Notes (any two) : [10]
- a) Small retail business
 - b) Types of channels of distribution
 - c) Importance of Retailing

P.T.O

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मराठी रूपांतर



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सूचना :

- 1) सातपैकी कोणतेही पाच प्रश्न सोडवा.
- 2) उजवीकडील अंक गुण दर्शवितात.

प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) विक्रयोत्तर सेवेचे महत्व सांगा.
- ब) किरकोळ व्यापाराचे विपणन व्यूहरचनेनुसार वर्गीकरण करा.
- क) विक्रयवृद्धी मिश्रणाचे महत्व स्पष्ट करा.

प्र.2) वस्तू आवेष्टनाची कार्ये व भूमिका स्पष्ट करा.

[10]

प्र.3) वस्तूच्या किमंतीवर परिणाम करणारे घटक सांगा.

[10]

प्र.4) वितरण मार्गाची महत्व स्पष्ट करा.

[10]

प्र.5) विक्रय प्रक्रियेतील विविध अवस्था स्पष्ट करा.

[10]

प्र.6) विपणनाच्या दृष्टीने सेवांचे वर्गीकरण स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणतेही दोन)

[10]

- अ) बिनदुकानी किरकोळ व्यापार
- ब) वितरण मार्गाचे प्रकार
- क) किरकोळ व्यापाराचे महत्व

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Total No. of Pages : 3

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B.Com (Part -I) (Semester - I) Examination, November - 2017
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - I)
Sub. Code : 59639

Day and Date : Monday, 13 - 11 - 2017

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1)** Write short answers (any two) **[10]**
- a) 'Management: An Art'-Explain.
 - b) Explain the Principles of Scientific Management.
 - c) What are the characteristics of planning?
- Q2)** Explain in brief the principles of management as given by Henri Fayol. **[10]**
- Q3)** Distinguish between 'Administration' and 'Management'. **[10]**
- Q4)** Explain the steps in decision-making process. **[10]**
- Q5)** What do you mean by 'Organising'? Explain the importance of Organising. **[10]**
- Q6)** What is meant by Professional Management? Explain its importance. **[10]**

P.T.O.



SH -192
[10]

Q7) Write short notes (any two)

- Lower Level Management
- Financial Planning
- Merits and demerits of Line Organisation

मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- 'व्यवस्थापन: एक कला' - स्पष्ट करा.
- शास्त्रीय व्यवस्थापनाची तत्वे स्पष्ट करा.
- नियोजनाची वैशिष्ट्ये कोणती आहेत?

प्र.2) हेन्री फेयॉल यांची व्यवस्थापनाची तत्वे थोडक्यात स्पष्ट करा. [10]

प्र.3) 'प्रशासन' व 'व्यवस्थापन' यांतील फरक स्पष्ट करा. [10]

प्र.4) निर्णय घेण्याच्या प्रक्रियेतील टप्पे विशद करा. [10]

प्र.5) 'संघटन' म्हणजे काय? संघटनेचे महत्त्व स्पष्ट करा. [10]

P.B.M. 12.

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प्र.6) व्यावसायिक व्यवस्थापन म्हणजे काय? व्यावसायिक व्यवस्थापनाचे महत्व स्पष्ट करा. [10]

प्र.7) टिपा लिहा, (कोणतेही दोन)

- अ) कनिष्ठ व्यवस्थापन
- ब) वित्तीय व्यवस्थापन
- क) रेखा संघटनेचे गुण-दोष



[10]



Seat
No.

B.Com. (Part -I) (Semester - I) Examination, November - 2017

GEOGRAPHY (Paper - I)

Commercial Geography

Sub. Code : 59645



Day and Date : Thursday, 16 - 11 - 2017

Total Marks : 50

Time : 03:00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Use of map stencils is allowed.
 - 4) Neat diagrams and maps should be drawn wherever necessary.

Q1) Choose the correct alternative for following questions.

[10]

- i) Which of the following is a branch of Economic Geography.
 - a) Political Geography
 - b) Climatology
 - c) Geomorphology
 - d) Commercial Geography
- ii) In which type of resource does the natural vegetation include.
 - a) Bio-resource
 - b) Human resource
 - c) Inexhaustible resource
 - d) None of these
- iii) What type of resource is solar energy?
 - a) Fund resources
 - b) Human resources
 - c) Exhaustible resources
 - d) Inexhaustible resources

P.T.O.

- iv) Where the dense evergreen forests are found?
- Temperate region
 - Desert region
 - Equatorial region
 - Polar region
- v) Which country exports Wool?
- Japan
 - Thailand
 - Australia
 - Bangla Desh
- vi) Which of the economic factor affects on industrial location?
- Climate
 - Water
 - Transport
 - Soil
- vii) In which region of Japan cotton textile industry is developed?
- New England region
 - Glasgo region
 - Osaka region
 - Alabama region
- viii) Which did the Panama canal opened for water transportation?
- 1904
 - 1914
 - 1894
 - 1924



- ix) Which is the longest railways route in the India?
- Mumbai - Delhi
 - Kanyakumari - Jammu
 - Gauhati-Thiruvananthapuram
 - Pune-Jammu
- x) Which of the following is costly means of transportation?
- Waterway
 - Railway
 - Airway
 - Roadway



Q2) Write in detail the answers of the following questions.

- i) What is Commercial Geography? State the importance of Commercial Geography. [10]

OR

What is conservation of resource? What are the various remedies to conserve resource.

- ii) Describe the factors of industrial localization. [10]

OR

Describe the Ocean routes of the world.

Q3) Write in brief answers to any four of the following questions. [20]

- Explain the scope of Commercial Geography.
- State the importance of natural resources.

- c) State the importance of live stock resource.
- d) Give an account of cotton textile industry in India.
- e) State the merits and demerits of water transportation.
- f) What is satellite communication?



मराठी रूपांतर

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.
- 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
- 3) नकाशा स्टेन्सिलस वापरण्यास परवानगी आहे.
- 4) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- i) खालीलपैकी कोणती आर्थिक भूगोलाची शाखा आहे?
- अ) राजकीय भूगोल
- ब) हवामानशास्त्र
- क) भूरूपशास्त्र
- ड) वाणिज्य भूगोल
- ii) नैसर्गिक वनस्पतीजीवन हे कोणत्या प्रकारच्या साधनसंपत्तीमध्ये समाविष्ट आहे?
- अ) सजीव साधनसंपत्ती
- ब) मानवी साधनसंपत्ती
- क) अक्षय साधनसंपत्ती
- ड) यापैकी नाही

iii) सौरशक्ती ही काय प्रकारची साधनसंपत्ती आहे?

- अ) साठलेली साधनसंपत्ती
- ब) मानवी साधनसंपत्ती
- क) क्षय साधनसंपत्ती
- ड) अक्षय साधनसंपत्ती

iv) दाट सदाहरीत अरण्ये कोठे आढळतात.

- अ) समशीतोष्ण प्रदेश
- ब) वाळवंटी प्रदेश
- क) विषुववृत्तीय प्रदेश
- ड) ध्रुवीय प्रदेश

v) कोणता देश लोकरीची निर्यात करतो?

- अ) जपान
- ब) थायलंड
- क) ऑस्ट्रेलिया
- ड) बांगला देश

vi) खालीलपैकी कोणता आर्थिक घटक उद्योगांच्या स्थानिकीकरणावर परीणाम करतो?

- अ) हवामान
- ब) पाणी
- क) वाहतूक
- ड) मृदा

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No.



SP - 1

Total No. of Pages : 3

B.Com (Part - I) (Semester - I) Examination, March - 2018

ENGLISH (Compulsory) (Paper - I)

English For Business Communication

Sub. Code : 59637



Day and Date : Thursday, 22 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

SECTION - I

Reading Comprehension

Q1) A) Complete the following sentences by choosing the correct alternative. [5]

- i) Mr. Quick felt that children have no manners but at least they are _____.
 - a) Punctual
 - b) Honest
 - c) Generous
 - d) Full of respect
- ii) _____ was the author's ancestress.
 - a) Kunji
 - b) Nalapat
 - c) Ammini
 - d) Varahamihiva
- iii) One hundred years later, the Negro is still languishing in the corners of _____ society.
 - a) English
 - b) American
 - c) Indian
 - d) Negro's
- iv) The theme of the poem, 'Money' is _____.
 - a) Using money to enjoy life
 - b) Saving money
 - c) Keeping money safe
 - d) Keeping Money for parents

P.T.O.

- b) Write an application as a response to the following advertisement using British format.

[7]

Wanted
Sales Executive
Sincere and hardworking
graduates can apply immediately
Kiran Auto finance
102, M.K. Gandhi Road,
Kolhapur. 416008



Seat No.	
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B. Com. (Part - I) (Semester - I) Examination, March - 2018
BUSINESS ECONOMICS (Part - I) (Paper - I)
Sub. Code : 59638

Day and Date : Friday, 23 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any Five out of seven.



- Q1) Write short answers (Any two) :** **[10]**
- a) State the features of Business Economics.
 - b) Explain Consumer goods and Producer goods.
 - c) What is meant by cross elasticity of demand.
- Q2) Discuss the nature and scope of business economics.** **[10]**
- Q3) Explain the types of price elasticity of demand.** **[10]**
- Q4) State the external economies of scale.** **[10]**
- Q5) What is demand forecasting? State an importance of demand Forecasting in business decision making.** **[10]**
- Q6) Explain the Law of Variable Proportions.** **[10]**
- Q7) Write short notes (Any two)** **[10]**
- a) Goal of business firm.
 - b) Production function.
 - c) Market survey.

P.T.O.

मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.



- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
 अ) व्यावसायिक अर्थशास्त्राची वैशिष्ट्ये स्पष्ट करा.
 ब) उपभोग्य वस्तू व उत्पादक वस्तू स्पष्ट करा.
 क) मागणीची छेदक लवचिकता म्हणजे काय?
- प्र.2) व्यावसायिक अर्थशास्त्राच्या स्वरूप व व्याप्तीची चर्चा करा. [10]
- प्र.3) मागणीच्या किंमत लवचिकतेचे प्रकार स्पष्ट करा. [10]
- प्र.4) बर्हिगत बचती विषद करा. [10]
- प्र.5) मागणीचे पूर्वानुमान म्हणजे काय? मागणीच्या पूर्वानुमानाचे व्यावसायिक निर्णयातील महत्व विषद करा. [10]
- प्र.6) बदलत्या प्रमाणाचा नियम स्पष्ट करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]
 अ) उद्योगसंस्थेचे उद्दिष्ट
 ब) उत्पादन फलन
 क) बाजार सर्वेक्षण



Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, March - 2018

PRINCIPLES OF BUSINESS MANAGEMENT (Paper - I)

Sub. Code : 59639

Day and Date : Saturday, 24 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

Instructions :

- 1) Attempt any Five questions out of Seven.
- 2) All questions carry equal marks.



Q1) Write short answers (Any Two) :

[10]

- a) Explain the meaning of professional management.
- b) Discuss the steps in financial planning.
- c) State the merits of Line Organisation.

Q2) Explain the contribution of Dr. F.W. Taylor towards Scientific Management. [10]

Q3) Explain any five principles of management stated by Henri Fayol. [10]

Q4) What do you mean by planning? State the types of planning. [10]

Q5) What is Decision making? Explain the various stages in Decision making. [10]

Q6) Define Organisation. State the importance of Organisation in business management. [10]

Q7) Short notes (Any two)

[10]

- a) Difference between Administration and Management.
- b) Decision making Techniques.
- c) Functions of Middle Management.

P.T.O.

मराठी रूपांतर

- सूचना : 1) सात प्रश्नांपैकी कोणतेही पाच प्रश्न सोडवा.
2) सर्व प्रश्नांना समान गुण आहेत.

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
अ) व्यावसायिक व्यवस्थापनाचा अर्थ स्पष्ट करा.
ब) वित्तीय नियोजन प्रक्रिया स्पष्ट करा.
क) साखळी संघटनेचे गुण सांगा.
- प्र.2) डॉ. एफ. डब्ल्यू. टेलर यांचे शास्त्रीय व्यवस्थापनाविषयीचे योगदान विशद करा. [10]
- प्र.3) हेन्री फेयॉल यांनी सांगितलेली व्यवस्थापनाची कोणतीही पाच तत्वे विशद करा. [10]
- प्र.4) नियोजन म्हणजे काय? नियोजनाचे प्रकार सांगा. [10]
- प्र.5) निर्णय घेणे म्हणजे काय? निर्णय घेण्याच्या अवस्था स्पष्ट करा. [10]
- प्र.6) संघटनेची व्याख्या सांगा. व्यवसाय व्यवस्थापनातील संघटनेचे महत्व विशद करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]
अ) प्रशासन व व्यवस्थापन यातील फरक
ब) निर्णय घेण्याची तंत्रे
क) मध्यम व्यवस्थापनाची कार्ये





Seat No.	
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B.Com (Part - I) (Semester - I) Examination, March - 2018**ACCOUNTANCY (Paper - I)****Financial Accounting****Sub. Code : 59640****Day and Date : Monday, 26 - 03 - 2018****Total Marks : 50****Time : 03.00 p.m. to 05.00 p.m.**

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

Q1) P and Q were partners sharing Profit and Losses in the ratio 3:1 and R and S were equal. Following were their Balance Sheet as on 31st March 2017.

Balance Sheet as on 31st Mar 2017

Liabilities	P&Q	R&S	Assets	P&Q	R&S
Creditors	60,000	90,000	Plant & Machinery	1,20,000	1,62,000
Bills Payable	24,000	48,000	Furniture	48,000	54,000
Outstanding Rent	12,000	9,000	Stock	60,000	1,02,000
Capital A/C:P	1,80,000		Debtors	1,14,000	1,02,000
Q	1,20,000		Fixtures	9,600	7,200
R		1,50,000	Cash	20,400	19,800
S		1,50,000	Goodwill	24,000	-
Total	396000	447000	Total	396000	447000

The two firms amalgamated on the following terms:

- i) Outstanding rent was paid in full by respective firms.
- ii) Creditors of both the firms were taken by the new firms at a discount of 5%.
- iii) Plant and Machinery is subject to 5% depreciation of both the firms.
- iv) Furniture of R&S was sold in the market for Rs.48000 and furniture of P&Q was not taken over by the new firm.

P.T.O.

- v) Fixtures of both the firms were not taken over by the new firm.
 vi) Stock of P&Q was valued at Rs.66,000 and that of R&S at Rs. 96,000.
 vii) Goodwill of M/s P&Q is valued at Rs.36,000 and that of R&S at Rs.48,000.
 viii) Reserve for doubtful debts is to be maintained at 5% on sundry debtors of both the firms.
 ix) Capital of each partner in the new firm is to be maintained at Rs.1,50,000 by bringing cash or paying cash.

You are required to Prepare:

- a) Revaluation A/C and partners capital A/C in both the firms. [10]
 b) Opening Balance Sheet in the books of new firm. [10]

Q2) Attempt any Two (A, B & C)

- A) P, Q and R who are partners in a firm and share profits and losses in the ratio of 2:2:1 respectively decided to sell their firm to a limited company. The Balance sheet of their firm on the date of the conversation shows the following position. [10]

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	48,000	Building	60,000
Bills Payable	3,000	Plant & machinery	36,000
P&C A/C	12,000	Motor Van	24,000
Capital A/C		Furniture	5,000
P	60,000	Stock	9,400
Q	56,000	Sundry Debtors	52,000
R	34,000	Investments	12,000
		Cash at Bank	14,600
Total	2,13,000	Total	2,13,000

The Ltd. company Agreed to take over following assets at values shown below:

Building	64,000
Plant and Machinery	33,000
Furniture	4,000
Stock	15,600
Goodwill	8,000
Sundry debtors subject to 5% R.D.D.	



SP - 4

The company has also agreed to take over sundry creditors at Rs.44,000. The purchase consideration was paid by the company by issue of sufficient number of equity shares of Rs. 100 each fully paid, at par. The firm sold investments for Rs. 16,000 and paid off Bills Payable fully. The Motor was taken over by P at Book value. The firm paid realization expenses of Rs. 1,600.

You are require to calculate Purchase consideration & Realisation A/C

B) Dr. Bal commenced practice in April, 2016. He prepared the following Receipts and Payments Account of the year ended 31st -3-2017. [10]

Receipts and Payment A/C as on 31-03-2017

Receipts	Rs.	Payments	Rs.
To cash introduced	60,000	By Equipments	40,000
To Receipts for	58,000	By Furniture	10,000
Dispensing	80,000	By Drugs	20,000
To Visits	2,000	By Assistant's Salary	12,000
To Miscellaneous		By Rent	10,000
		By Conveyance	6,000
		By stationary	1,200
		By Lightning	1,400
		By Journals	1,800
		By Drawings	56,000
		By Balance c/d	41,600
Total	2,00,000	Total	2,00,000

Rs. 8,000 were still outstanding on account of Visits. Assistant's salary still payable is Rs. 1,200 stock of drugs on hand was estimated at Rs.4,000. Furniture & Equipments are subject to depreciation at 10% 50% of conveyance is for domestic purpose.

Prepare Receipts & Expenditure A/C for the year ended 2017.

C) X & Y were in Partnership sharing profits and losses equally. Their Balance Sheet as on 31st March, 2016 was as follows: [10]

Liabilities	Rs.	Assets	Rs.
Sundry creditors	50,000	Cash	4,000
Bank Payable	20,000	Sundry Debtors 44,000	
Bank Overdraft	8,000	Less R.D.D 2,000	42,000
Y Loan A/C	10,000	Commission Receivable	2,000
Depreciation Fund	6,000	Bills Receivable	14,000
Reserved Fund	8,000	Stock	68,000
Capital A/C's		Fixed Assets	1,12,000
X-80,000			
Y-60,000			
	1,40,000		
Total	2,42,000	Total	2,42,000

On 1st April 2017 the firm was converted into a company called Alfa Ltd. Company.

The agreement with the company and other matters were as follows:

- i) The company to take all assets except cash and commission receivable.
- ii) The company agree to discharge outside liability only.
- iii) Purchase consideration was agreed at Rs.1,90,000 payable Rs.1,44,000 in shares of Rs.100 each and balance in cash.
- iv) Nothing could be recovered by the firm on account of commission receivable.
- v) The firm paid the realization expenses amounting to Rs.4,000.

You are require to prepare Realisation A/C

Q.3) Write short notes (any two out of four)

[10]

- i) Receipt and Expenditure Account
- ii) Function of Accounting
- iii) Purchase consideration
- iv) Advantage of Amalgamation of partnership firm





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Seat No.	
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Total No. of Pages : 2

B.Com (Part -I) (Semester - I) Examination, March - 2018
PRINCIPLES OF MARKETING (Paper - I)

Sub. Code : 59641

Day and Date : Tuesday, 27 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five questions.
 - 2) All questions carry equal marks.
 - 3) Figures to the right indicate full marks.

Q1) Answer the following questions in short. (any two) [10]

- a) State in brief the importance of market segmentation?
- b) What are the components of MIS?
- c) What are the features of marketing?

Q2) State the buying decision process. [10]

Q3) Explain various steps of marketing research? [10]

Q4) State the importance of marketing. [10]

Q5) Explain economical and non-economical factors affecting consumer behaviour? [10]

Q6) State various bases of market segmentation. [10]

P.T.O.

Q7) Write short notes (any two)

- Holistic marketing concept
- Importance of marketing research
- Concept of positioning



मराठी रूपांतर

- सूचना :
- कोणतेही पाच प्रश्न सोडवा.
 - सर्व प्रश्नांना समान गुण आहेत.
 - उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवतात.

Marketing-2018

प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- बाजारपेठ विभाजनाचे महत्व थोडक्यात सांगा.
- विपणन माहिती पद्धतीचे घटक कोणते?
- विपणनाची वैशिष्ट्ये कोणती?

प्र.2) खरेदी निर्णय प्रक्रिया सांगा.

[10]

प्र.3) विपणन संशोधनातील विविध टप्पे विशद करा.

[10]

प्र.4) विपणनाचे महत्व सांगा.

[10]

प्र.5) उपभोक्ता वर्तणुकीवर परिणाम करणारे आर्थिक व आर्थिकेतर घटक विशद करा?

[10]

प्र.6) बाजारपेठ विभाजनाचे विविध आधार सांगा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- सर्वव्यापी विपणन संकल्पना
- विपणन संशोधनाचे महत्व
- वस्तू स्थानियकरणाची संकल्पना





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Total No. of Pages : 4

Seat No.	
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B.Com. (Part - I) (Semester - I) Examination, March - 2018
GEOGRAPHY (Paper - I)
Commercial Geography
Sub. Code : 59645

Day and Date : Wednesday, 28 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Use of map stencils is allowed.
 - 4) Neat diagrams and maps should be drawn wherever necessary.

Q1) Choose the correct alternative for following questions. **[10]**

- i) Which of the following is a branch of Economic Geography?
 - a) Commercial Geography
 - b) Geomorphology
 - c) Political Geography
 - d) Climatology
- ii) In which type of resource does the minerals include
 - a) In exhaustible resource
 - b) Human resource
 - c) Flow resource
 - d) Exhaustible resource
- iii) What type of resource is solar energy?
 - a) Fund resource
 - b) Human resource
 - c) In exhaustible resource
 - d) Exhaustible resource
- iv) Which of the following countries are major exporters of rubber?
 - a) India and Nepal
 - b) Japan and China
 - c) Indonesia and Malaysia
 - d) France and Germany
- v) Which of the following economic factor affects on industrial location?
 - a) Water
 - b) Soil
 - c) Capital
 - d) Climate
- vi) Which of the following country is leading in Automobile industry?
 - a) Mexico
 - b) Thailand
 - c) U.S.A.
 - d) France

P.T.O.



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मराठी रूपांतर

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
3) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.
4) नकाशा स्टेन्सिलस वापरण्यास परवानगी आहे.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

(81) - 2018.

[10]

- i) खालीलपैकी कोणती आर्थिक भूगोलाची शाखा आहे?
अ) वाणिज्य भूगोल ब) भुरूपशास्त्र
क) राजकीय भूगोल ड) हवामानशास्त्र
- ii) खनिजे हे कोणत्या प्रकारच्या साधनसंपत्तीमध्ये समाविष्ट आहे.
अ) अक्षय साधनसंपत्ती ब) मानवी साधनसंपत्ती
क) प्रवाही साधनसंपत्ती ड) क्षय साधनसंपत्ती
- iii) सौरउर्जा ही काय प्रकारची साधनसंपत्ती आहे?
अ) साठलेली साधनसंपत्ती ब) मानवी साधनसंपत्ती
क) अक्षय साधनसंपत्ती ड) क्षय साधनसंपत्ती
- iv) खालीलपैकी कोणते देश प्रमुख रबर निर्यातदार आहेत?
अ) भारत आणि नेपाळ ब) जपान आणि चीन
क) इंडोनेशिया आणि मलेशिया ड) फ्रांस आणि जर्मनी
- v) खालीलपैकी कोणता आर्थिक घटक उद्योगाच्या स्थानिकीकरणावर परिणाम करतो.
अ) पाणी ब) मृदा
क) भांडवल ड) हवामान
- vi) खालीलपैकी कोणता देश स्वयंचलीत वाहन उद्योगात अग्रेसर आहे?
अ) मेक्सीको ब) थायलंड
क) संयुक्त संस्थाने ड) फ्रांस

Seat No.	
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B.Com (Part -I) (Semester - I) Examination, March - 2018
INSURANCE (Paper - I)

Sub. Code : 59646

Day and Date : Wednesday, 28 - 03 - 2018

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven

- Q1) Write short answers (any two) [10]**
- a) Explain the difference between Insurance contract and wagering contract.
 - b) State the Commercial significance of Insurance.
 - c) Explain the code of conduct for Insurance Agent.
- Q2) 'Insurance as a social security tool' Discuss. [10]**
- Q3) Explain the secondary principles of insurance. [10]**
- Q4) Explain the procedure of settlement of Death claim. [10]**
- Q5) What is Insurance Agent? Explain the procedure for becoming an Insurance Agent. [10]**
- Q6) Elaborate the role of Life Insurance Corporation of India. [10]**
- Q7) Write short notes (any two) [10]**
- a) Principle of Insurable Interest
 - b) Physical and Human Asset
 - c) Pre-requisite for obtaining a license for Insurance Agent

P.T.O.

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
 अ) विमा करार आणि जुगारी करारातील फरक स्पष्ट करा.
 ब) विम्याचे वाणिज्याच्या दृष्टीने महत्व सांगा.
 क) विमा प्रतिनिधीची आचार संहिता स्पष्ट करा.
- प्र.2) 'विमा एक सामाजिक सुरक्षेचे साधन' चर्चा करा. [10]
- प्र.3) विम्याची दुय्यम तत्वे स्पष्ट करा. [10]
- प्र.4) मृत्युनंतर दावा रक्कम मिळविण्याची कार्यपद्धती स्पष्ट करा. [10]
- प्र.5) विमा प्रतिनिधी म्हणजे काय? विमा प्रतिनिधी बनण्याची कार्यपद्धती विशद करा. [10]
- प्र.6) भारतीय आयुर्विमा महामंडळाची भूमिका विशद करा. [10]
- प्र.7) टिपा लिहा. (कोणत्याही दोन) [10]
 अ) विमेय हित तत्व
 ब) भौतिक व मानवी संपत्ती
 क) विमा प्रतिनिधीच्या परवाना प्राप्तीच्या आवश्यक बाबी





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Total No. of Pages : 3

B.Com. (Part - I) (Semester - II) Examination, April - 2015

ENGLISH

English for Business Communication (Paper - II)

Sub. Code : 59647

Day and Date : Thursday, 09 - 04 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

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

Q1) A) Complete the following sentences by choosing the correct alternative:

[5]

- a) The man-eating leopard of Rudraprayag was finally shot by _____.
 - i) Ruskin Bond
 - ii) John Corbett
 - iii) Jim Corbett
 - iv) Philip Mason
- b) The oppressor advised the oppressed to raise _____.
 - i) the funds
 - ii) a voice
 - iii) an army
 - iv) power
- c) Gillian's uncle left Miss Hayden _____.
 - i) 1000 dollors
 - ii) a house
 - iii) a diamond pendant
 - iv) 10 dollors and a seal ring
- d) We have no time to _____.
 - i) admire nature
 - ii) enjoy life
 - iii) eat
 - iv) look after our family

P.T.O.



- e) Before dismissing the employee the company _____.
- forces the employee to submit resignation
 - makes the employee work hard
 - compells the employee to go on leave
 - arranges a party in the honour of the employee

B) Do as directed.

[5]

- Write the antonym of the word, 'savage'.
- Give the synonym of the word, 'glance'.
- Form one meaningful word by using the prefix 'en'.
- Find a verb of the word, 'approval'.
- Form one meaningful word by using the suffix 'ly'.

Q2) a) Answer the following questions in 2-3 sentences each (Any Three): [9]

- What did old Bryson suggest Gillian about spending his share from the will?
- How was the local bus named as 'hunger strike bus'?
- What are the charges of the 'oppressors' against the 'oppressed'?
- When is life poor according to W.H. Davies in the poem 'Leisure'.
- Why is woman so fond of her baby doll?

b) Write short notes on the following in about 50-60 words each. (Any Two): [6]

- Representation of nature in the poem 'Leisure'.
- Will of Uncle Gillian.
- The man-eating leopard at Rudraprayag.

Q3) a) Form an attractive advertisement on the product of water purifier and give a suitable caption of your own. [6]

- b) Prepare a Bar diagram representing the following data and write a comparative paragraph about it. [6]

% of the passing students at Degree level

Degree	Year 2010	2011	2012
B.Com.	60%	62%	65%
B.Sc.	73%	70%	68%
B.A.	67%	69%	71%



- Q4) a) Draft a notice as the convenor of the Literary Association, informing the students about the essay competition. Provide the topics, rules and time of the competition. [6]
- b) To decide the date of the forth coming election of the management committee, to purchase the new furniture for the office and to discuss a new appointment of the secretary the meeting of the members of Rupa Co-operative Bank was held in the conference hall of the Bank. Draft the minutes of the same meeting. [7]



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, April - 2015

BUSINESS ECONOMICS - II (Paper - II)

Sub. Code : 59648

Day and Date : Friday, 10 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

Instructions : 1) All questions carry equal marks.

2) Attempt any five questions out of seven.

Q1) Write short answers (Any two): [10]

- Explain the concept of opportunity cost.
- State the characteristics of Perfect competition.
- Explain the concept of Product differentiation.

Q2) State the price - output determination under monopoly market. [10]

Q3) Explain the AR and MR curves under perfect competition. [10]

Q4) State the characteristics of oligopoly market. [10]

Q5) Explain the Risk bearing Theory of profit. [10]

Q6) State Neo-classical Theory of interest. [10]

Q7) Write short notes (Any two): [10]

- Selling cost.
- Types of price discrimination.
- Money wages and Real wages. ✓

P.T.O.



Sem-II, Eco ALS
मराठी रूपांतर

- सूचना: 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

- अ) संधी खर्चाची संकल्पना स्पष्ट करा.
ब) पूर्ण स्पर्धेची वैशिष्ट्ये सांगा.
क) 'वस्तूभेद' संकल्पना स्पष्ट करा.

प्र.2) मक्तेदारी बाजारपेठेतील उद्योग संस्थेचा किंमत व उत्पादन मूल्यनिश्चिती स्पष्ट करा.

प्र.3) पूर्ण स्पर्धेच्या बाजारपेठेतील सरासरी प्राप्ती व सीमांत प्राप्ती वक्र स्पष्ट करा.

प्र.4) अल्पाधिकार बाजारपेठेची वैशिष्ट्ये विशद करा.

प्र.5) नफ्याचा जोखीम पत्करण्याचा सिद्धांत स्पष्ट करा.

प्र.6) व्याजाचा नव-सनातनवादी सिद्धांत स्पष्ट करा.

प्र.7) टीपा लिहा. (कोणत्याही दोन)

- अ) विक्री खर्च
ब) मूल्यभेदाचे प्रकार
क) पैशातील वेतन व वास्तव वेतन

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Total No. of Pages : 2

B. Com. (Part - I) (Semester - II) Examination, April - 2015
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Saturday, 11 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions: 1) Attempt any five questions out of seven.
2) All questions carry equal marks.

- Q1)** Write short answers (any two) [10]
a) State various assumptions of Douglas Mc Gregor's theory 'Y'.
b) Explain three phases of the process of planned change of Kurt Lewin.
c) Explain the process of communication.
- Q2)** Explain the characteristics of motivation and describe Maslow's need hierarchy theory. [10]
- Q3)** State the concept of leadership and discuss various functions of a leader. [10]
- Q4)** Explain the traditional and modern techniques of control. [10]
- Q5)** Explain in brief Mintzberg's managerial roles. [10]
- Q6)** Explain emerging horizons of Management in a changing environment. [10]
- Q7)** Write short notes (any two) [10]
a) Barriers in communication.
b) Qualities of a successful manager.
c) Democratic leadership style.

P.T.O.

पराठी रुपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

PBM-15

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

- अ) डग्लस मॅकग्रेगर यांच्या 'य' सिध्दांताची ग्रहिते सांगा.
ब) कुर्ट लेविन यांनी सुचविलेल्या नियोजनबद्ध बदलाच्या प्रक्रियेतील तीन अवस्था स्पष्ट करा.
क) संदेशवहनाची प्रक्रिया स्पष्ट करा.

प्र.2) 'कार्य प्रोत्साहन' किंवा 'अभिप्रेरणा' या संकल्पनेची वैशिष्ट्ये स्पष्ट करून मास्लो यांच्या गरजांच्या उतरंडीच्या सिध्दांताचे वर्णन करा.

प्र.3) नेतृत्व ही संकल्पना सांगून नेतृत्वाची किंवा नेत्याची कार्ये स्पष्ट करा.

प्र.4) नियंत्रणाची पारंपारिक व आधुनिक तंत्रे स्पष्ट करा.

प्र.5) मिंटझबर्ग यांनी सांगितलेल्या व्यवस्थापकीय भूमिका थोडक्यात स्पष्ट करा.

प्र.6) बदलत्या पर्यावरणातील व्यवस्थापनापुढील आव्हाने किंवा क्षितिजे स्पष्ट करा.

प्र.7) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

- अ) संदेशवहनातील अडथळे
ब) यशस्वी व्यवस्थापकाचे गुण
क) लोकशाही नेतृत्व शैली



Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, April - 2015

FINANCIAL ACCOUNTING (Paper - II) (New Course)

Sub. Code : 59650



Total Marks : 50

Day and Date : Monday , 13 - 04 - 2015

Time : 03.00 p.m to 05.00 p.m.

Instructions : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q1) Mr. John does not maintain his books on double Entry system. Following particulars are available from his records.

Cash summary for the year ending 31/3/2013

To Bal b/d	12,000	By Creditors	1,62,000
To sales	68,000	" Salary	9,000
To Debtors	2,50,000	" Rent	4,000
		" Wages	28,000
		" Trade expenses	16,000
		" Purchases	12,000
		" Drawings	30,000
		" Balance	69,000
	<u>3,30,000</u>		<u>3,30,000</u>

The Assets and Liabilities were as under:

	1/4/2012	31/3/2013
Stock	50,000	72,000
Creditors	26,000	28,000
Debtors	54,000	64,000
Furniture	24,000	24,000
Machinery	80,000	80,000

Provide for depreciation at 5% and on machinery 10% make provision for doubtful debts at 5% on debtors.

- a) Prepare Trading, profit & Loss A/c Total creditors & Debtors A/c. [10]
 b) Prepare opening and closing balance sheet. [10]

Q2) Attempt any Two out of a, b & c.



- a) Swaraj rice factory of Ajara consigned to M/s. Chandan Traders of Kolhapur 300 bags of Rice at a proforma invoice price ₹ 800 per bag which was 25% above cost price and paid ₹ 2500 for Freight and ₹ 600 for insurance. On the same day Swaraj Rice factory drew a bill for 3 months for ₹ 40000 which was duly accepted by Chandan Traders. The bill was discounted at 5% p.a.

M/s Chandan reported that 225 bags were sold for ₹ 2,02,500 (₹ 90000 on cash, ₹ 112500 on credit). The expenses being ₹ 1200.

M/s Chandan Traders was entitled to receive 4% commission on gross sales and 2% Del credere commission on credit sales. Bad debts amounted to Rs. 1500. [10]

- b) Mr. Thote trading Co. Ashta has a branch at Pune. The goods are invoiced to the branch at cost plus 50% From the following prepare Pune Branch Account in the books of Mr. Thote & Co. [10]

Particulars	₹
Stock on 1.4.2012 (at invoice price)	15,00,000
Debtors on 1.4.2012	7,50,000
Goods sent to branch (at invoice price)	75,00,000
Cash sales	26,75,000
Credit sales	42,50,000
Cash received from debtors	36,50,000
Discount allowed to Debtors & Bad debts	1,00,000
Goods returned from debtors	2,50,000
Goods returned by branch to H.O.	3,75,000
Cheques sent to branch for salary	5,00,000
Rent	2,50,000
Other expenses	75,000
Stock on 31/3/2013 (at invoice price)	18,75,000
Debtors on 31/3/2013	10,00,000
Shortage of stock	75,000

- c) Mahalaxmi Trading corporation opened a branch at Sangli on 1st April 2011. Goods were invoiced at selling price which was at cost plus 25% following Information is available. [10]

Goods sent to branch	3,00,000
Sales at branch cash	1,00,000
Credit	1,40,000
Goods returned by customers	3,000
Cash received by customers	80,000
Discount allowed	1,000
Cash remitted to branch for- Rent & Rates	1,500
Salary	6,000
Sundry exp.	1,000
Detective goods written off	1,000
Goods returned by branch	12,000
Stock on 31/3/2012	50,000

All cash received by branch is remitted to H.O. prepare Branch stock A/c and Branch debtors A/c under stock & debtors system.

Q3) Write short Notes (Any Two)

[10]

- Features of Tally
- Types of vouchers in Tally
- Difference between consignment and sale
- Total Debtors and total creditors Account



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Total No. of Pages : 2

B. Com. (Part - I) (Semester - II) Examination, April - 2015
PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Wednesday, 15 - 04 - 2015

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions:**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.

- Q1) Write short answers (attempt any two) [10]**
- a) State the nature of retailing
 - b) Explain the characteristics of services
 - c) State the role of packaging
- Q2) Explain the stages in selling process. [10]**
- Q3) State types of distribution channel. [10]**
- Q4) Explain the importance of retailing. [10]**
- Q5) State the features of product. [10]**
- Q6) Explain the importance of price in marketing mix. [10]**
- Q7) Write short notes (attempt any two) [10]**
- a) Problems in services marketing.
 - b) Brand name & Trade mark.
 - c) Non-store retailing.

P.T.O.

मराठी रुपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) खालील सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

- अ) - किरकोळ व्यापाराचे स्वरूप स्पष्ट करा.
ब) सेवांची वैशिष्ट्ये विशद करा.
क) आवेष्टनाची भूमिका स्पष्ट करा.

प्र.2) विक्रय प्रक्रियेतील आवस्था विशद करा.

प्र.3) वितरण मार्गाचे प्रकार स्पष्ट करा.

प्र.4) किरकोळ व्यापाराचे महत्व विशद करा.

प्र.5) वस्तूची वैशिष्ट्ये स्पष्ट करा.

प्र.6) विपणन मिश्रणात किंमतीचे महत्व विशद करा.

प्र.7) टीपा लिहा. (कोणत्याही दोन)

- अ) सेवांच्या विपणनातील समस्या.
ब) चिन्हनाम व व्यापारी चिन्ह.
क) बिनदुकानी किरकोळ व्यापार.





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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, April - 2015

BUSINESS MATHEMATICS (Paper - II)

Sub. Code : 59653

Day and Date : Thursday, 16 - 04 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any Five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any Two:

[10]

- a) Find $\frac{dy}{dx}$ for the function $y = e^x$ from the first principle.
- b) Find the cost function, if the marginal cost function (M.C.) is given by $MC = 3x^2 - 2x + 7$ and the fixed cost is Rs. 200.
- c) A function $f(x)$ is defined as

$$\begin{aligned} f(x) &= 3x + 5 & \text{for } -2 \leq x < 0 \\ &= 2x - 1 & \text{for } 0 \leq x < 2 \\ &= 2 - x & \text{for } 2 \leq x \leq 4 \end{aligned}$$

Find $f(1), f(8/7), f(-2), f(0), f(5/2)$.

Q2) Define an even function. State types of functions (any four).

Draw the graph of $y = b^x$ taking the values $b = 2$ and $x = -3, -2, -1, 0, 1, 2, 3$.

[10]

Q3) If $a < c < b$ then prove that $\int_a^b f(x) dx = \int_a^c f(x) dx + \int_c^b f(x) dx$ and hence

show that
$$\int_0^2 x dx = \int_0^1 x dx + \int_1^2 x dx.$$

[10]

P.T.O.

Q4) State the conditions of maxima and minima of function $f(x)$. At what point the function $f(x) = x^3 + 2x^2 - 4x + 8$ will be maximum? Find the maximum value. [10]

Q5) If u and v are differentiable functions of x and $y = \frac{u}{v}, v \neq 0$, then prove that

$$\frac{dy}{dx} = \frac{v \frac{du}{dx} - u \frac{dv}{dx}}{v^2} \text{ and hence find } \frac{d}{dx} [e^x/x]. \quad [10]$$



Q6) a) i) Find $\frac{dy}{dx}$, if $x^2 + y^2 = 2xy$.

ii) If $y = xe^y$, show that $\frac{dy}{dx} = \frac{y}{x(1-y)}$.

b) Evaluate:

i) $\int \frac{2x+3}{x^2+3x+7} dx$.

ii) $\int \frac{1}{x \log x} dx$.

[10]

Q7) Attempt any Two:

a) The cost function is given by $C = 2 + 3x + x^2$. Find the average cost and marginal cost at $x = 3$.

b) Show that $\int_0^3 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{3-x}} dx = \frac{3}{2}$.

c) Evaluate $\lim_{x \rightarrow 2} \left[\frac{1}{x-2} - \frac{2}{x^2-2x} \right]$.



Seat
No.**B.Com. (Part - I) (Semester - II) Examination, April - 2015****GEOGRAPHY (Paper - II)****Globalization and Market System****Sub. Code : 59654****Day and Date : Thursday, 16 - 04 - 2015****Total Marks : 50****Time : 03.00 p.m. to 05.00 p.m.**

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) Neat diagrams and maps should be drawn wherever necessary.
 - 4) Use of map stencils is allowed.

Q1) Choose correct alternative for following questions.**[10]**

- a) Because of globalization economy goes towards.
 - i) Free economy
 - ii) Stable economy
 - iii) Closed economy
 - iv) Unstable economy
- b) Which following factor affects on production and Demand.
 - i) Climate
 - ii) Transportation
 - iii) Capital
 - iv) Soil
- c) What is the term used for the market that occurs within the region?
 - i) National market
 - ii) World market
 - iii) Regional market
 - iv) Local market
- d) When was the implementation of GATT started?
 - i) 1 January 1948
 - ii) 1 January 1995
 - iii) 15 April 1994
 - iv) 1 January 1958
- e) When was the EEC trade organization established?
 - i) 1 January 1958
 - ii) 1 January 1948
 - iii) 25 March 1957
 - iv) 14 November 1960

P.T.O.

मराठी रूपांतर



- सूचना: 1) सर्व प्रश्न आवश्यक आहेत.
 2) उजवीकडील अंक प्रश्नांचे पूर्ण गूण दर्शवितात.
 3) आवश्यक तेथे सुबक आकृत्या आणि नकाशे काढा.
 4) नकाशा स्टेन्सील्स वापरण्यास परवानगी आहे.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- अ) जागतिकीकरणामूळे अर्थव्यवस्था कोणत्या अर्थव्यवस्थेकडे जाते ?
 i) मूक्त अर्थव्यवस्था ii) स्थीर अर्थव्यवस्था
 iii) बंदिस्त अर्थव्यवस्था iv) अस्थीर अर्थव्यवस्था
- ब) खालीलपैकी कोणता घटक उत्पादन आणि मागणी यावर परीणाम करतो ?
 i) हवामान ii) वाहतूक
 iii) भांडवल iv) मृदा
- क) एखाद्या प्रदेशांतर्गत होणाऱ्या बाजारपेठेस काय म्हणतात ?
 i) राष्ट्रीय बाजारपेठ ii) जागतिक बाजारपेठ
 iii) प्रादेशिक बाजारपेठ iv) स्थानिक बाजारपेठ
- ड) गॅट (GATT) कराराची अमंलबजावणी केंव्हापासून सुरू झाली ?
 i) 1 जानेवारी 1948 ii) 1 जानेवारी 1995
 iii) 15 एप्रिल 1994 iv) 1 जानेवारी 1958
- इ) यूरोपचा आर्थिक समाज (EEC) व्यापार संघटना कधी स्थापन झाली ?
 i) 1 जानेवारी 1958 ii) 1 जानेवारी 1948
 iii) 25 मार्च 1957 iv) 14 नोव्हेंबर 1960
- फ) ओपेक (OPEC) काय निर्यात करते ?
 i) सोने ii) खनिजतेल
 iii) दगडी कोळसा iv) तांबे
- य) एखाद्या देशाच्या सीमेअंतर्गत होणाऱ्या व्यापारास काय म्हणतात ?
 i) आंतरराष्ट्रीय व्यापार ii) जागतिक व्यापार
 iii) राष्ट्रीय व्यापार iv) संतुलीत व्यापार
- र) पर्यटन हा कोणत्या प्रकारचा व्यापार आहे ?
 i) दृष्य व्यापार ii) अदृष्य व्यापार
 iii) राष्ट्रीय व्यापार iv) जागतिक व्यापार



Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, April - 2015
TAX PROCEDURE AND PRACTICE (Paper - III)

Indian Income Tax System and Income Tax Laws (Vocational)

Sub. Code: 55876

Day and Date : Wednesday, 15-04-2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

Instructions : 1) Attempt any five questions out of seven.

2) All questions carry equal marks.

Q1) Write Short Notes on (Any Two): [10]

- Total Income for Taxable.
- U/S 80 C.
- Other Source of Income.
- U/S 80 L.

Q2) Explain the Deemed Income from Profession U/S 41. [10]

Q3) Explain the Deductions in respect of Donations U/S 80 G. [10]

Q4) From the following Profit and Loss Account of Smt. Mandakini K. of NASHIK, compute She's Business Income for the Assessment Year 2013-2014. [10]

Profit and Loss Account

Particulars	Amount	Particulars	Amount
To Salaries and wages	4,36,000	By Gross Profit	11,28,400
To General Expenses	91,000	By Bad Debts Recovered	28,000
To Interest on capital	20,400	By Interest on Debentures	21,000
To Bad Debts	14,000	By Dividend	91,000
To R.D.D.	56,000		
To Interest on Bank loan	98,000		
To Income tax provision	70,000		
To Donation	35,000		
To Motor car expenses	70,000		
To Depreciation Provision	84,000		
To Net Profit	2,94,000		
Total	12,68,400	Total	12,68,400

P.T.O.

**Additional Informations:**

1. Depreciation allowed Rs. 56,000.
2. Motor car is used for private purpose.
3. General expenses include Rs. 7,000 for travelling at Nasik Tirhayatra (pilgrimage).

Compute the taxable income from business for A.Y. 2013-2014.

- Q5)** Mrs. Madhuri Prakash a resident individual at Baramti. She has submitted the following particulars for the AY 2013-2014. Compute his Gross taxable income. [10]

Particulars	Amount
1. Repayment of Housing loan to HDFC	80,000
2. Donation to Rayat Dhikshan Santsha Satara	7,000
3. Income Tax Paid	60,000
4. Income from house property (computed)	15,500
5. Income from business	15,000
6. Donations to Chief Minister Fund	3,500
7. Long term capital Gain	1,20,500
8. Part Time Job income	51,100
9. Rajiv Gandhi Infrastructure Bonds Investments	3,12,500
10. LIC commission	35,900

- Q6)** Dr. Kiran Gotpagarhas given Receipt and Payment Statement for the Year ending 2013, and his additional information. Compute the income from Profession, of Dr. Kiran Gotapagar. [10]

Particulars	Rs.	Particulars	Rs.
Opening balance	84,000	Rent of Dispensary	97,500
Consultation fees	3,90,000	Salary to Staff	30,000
Sale Medicines	76,500	Cost of Medicines	67,500
Visiting fees	1,05,000	Membership fees	33,750
Gift from patients	15,000	Purchase of car	1,80,000
Rent of house property	52,500	Surgical Equipment	30,000
Dividend from company	37,500	Car Expenses	30,000
		Municipal Taxes	6,000
		Stationary	9,000
		Books (Medical Annuals)	7,125
		Personal Drawings	73,500
		Income Tax	21,750



		Miscellaneous expenses	6,750
		Donations	22,500
		LIC	67,500
		Closing Stock	77,625
Total	7,60,500	Total	7,60,500

Additional Informations:

1. Membership Includes Gimkhana club, of Rs. 10,000/-
2. 1/3 car expenses related to personal.
3. Donations to Chief Minister Fund.
4. Medical stock on 31/03/2012. Was Rs. 3, 750 at cost.
5. Depreciation on car is 33,750, Block assets Rs. 37,500, and 100% on Book's.

Q7) Mrs. Vanita K. Kohale of Bijapur, Gives shes following Investment Information for the year ending 31/03/2013. You are request to compute she's taxable Income from Other Source.

[10]

Particulars	Investment Rs.
9% National Planning Certificates	1,50,000
8% Tata Company Equity Shares	3,40,000
6% F.D. Certificates	2,60,000
7% National Savings Certificates	3,60,000
8 % Mumbai Municipal Bonds	1,40,000
6% Securities of Foreign Government	5,70,000
5% SBI Fixed Deposīt	4,80,000
8% National Government Bonds Certificates	2,60,000

He Paid commission of Rs. 12,500 for collection the Taxable interest on the securities. He also paid Rs. 1, 21, 000 as interest on Bank Loan, Which was taken for purchasing the NSC and NGBC.



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No.



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Total No. of Pages : 2

B. Com.(Part - I) (Semester - II) Examination April- 2015

TAX PROCEDURE AND PRACTICE (Paper - IV)

Service Tax (Vocational)

Sub. Code : 55884

Day and Date : Thursday, 16 - 04 - 2015

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Attempt any five questions out of seven.
 - 2) All questions carry equal marks.

Q1) Write Short Notes on (Any Two) : [10]

- a) Extent and Commencement of Maharashtra Professional Tax.
- b) Penalty for dealy filing of return of services tax.
- c) Payment of professional tax and due date of its payment.
- d) Exemption under Professional Tax.

Q2) Define Employee, Employer, Salary & Perquisite? [10]

Q3) Explain the registration procedure & documents required for registration under Maharashtra Professional Tax? [10]

Q4) Explain the meaning of professional tax? Explain the penalties applicable? [10]

P.T.O.

Q5) Explain the interest provision under the services tax. Calculate interest liabilities under services tax in following Cases [10]

a) K N K Foundry Pvt Ltd pays there tax for the month of July 2013 Rs.24,250/- on September 2013.

b) Adake and sons Partnership firm pays there tax for the period Oct 2013 to March 2014 Rs. 61,250/- on 6th June 2014.



Q6) Compute the annual professional tax liability in following case. M/s Auto India Company has following employees [10]

Name	Monthly
Ritu	Rs. 1,500/-
Trupati	Rs. 3,500/-
Omprakasha	Rs.10,500/-
Amita	Rs.25,000/-
Anuj	Rs.50,000/-

Q7) ABC is engaged in providing taxable services for the half year ended on 30th March 2014 it filed it return on [10]

Case I 9th May 2014

Case II 23rd May 2014

Case III 31st Aug 2014

Case IV 31st Dec 2014





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Total No. of Pages : 3

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B. Com. (Part - I) (Semester - II) Examination, November - 2015

ENGLISH (Compulsory)

English for Business Communication (Paper - II)

Sub. Code : 59647

Day and Date : Wednesday, 18 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

Q1) A) Complete the following sentences by choosing the correct alternative : [5]

- i) When the man comes home, the woman is _____.
 - a) Watering the plants
 - b) Preparing dinner in the kitchen
 - c) Cradling the doll in her arms
 - d) dressing up for the party
- ii) We donot see beauty _____.
 - a) singing
 - b) painting
 - c) dancing
 - d) playing
- iii) Mr. Tolman was a _____.
 - a) teacher
 - b) lawyer
 - c) cab-driver
 - d) narrator
- iv) The river Mandakini has its confluence with the river _____.
 - a) Godawari
 - b) Yamuna
 - c) Bhagiratis
 - d) Alaknanda
- v) The Children of the oppressed were _____.
 - a) well-fed
 - b) dying
 - c) starving
 - d) enjoying

P.T.O.

B) Do as directed :

- i) Write the antonym of the word, 'gradual'.
- ii) Give the synonym of the word, 'progress'.
- iii) Form word by using the prefix, 'im'.
- iv) Find a noun of the word, 'suggest'.
- v) Form word by adding the suffix, 'ship'.



Q2) A) Answer the following questions in 2-3 sentences each (any three) : [9]

- i) Why is the woman so fond of the body doll?
- ii) What beauties of nature do we miss?
- iii) Why did Gillian tease up the account given to Tollman?
- iv) What does the writer say about the deserted Shiva temple?
- v) How, according to the oppressors, do the oppressed exploit the land?

B) Write short notes on any two of the following in 50-60 words each : [6]

- i) The title of the poem 'Leisure'
- ii) Mr. Gillian
- iii) Guptkashi

Q3) a) Draft an advertisement on the product of washing machine and give a suitable caption of your own. [6]

b) Prepare a Pie-diagram representing the data given below. [6]

Distribution of Revenue

Source	% of Revenue
Customs	14
Excise	40
Income Tax	30
Corporate Tax	10
Miscellaneous	06
Total	100

- Q4) a) Draft a notice inviting students to participate in the Essay competition organised by your college cultural committee. As the co-ordinator, mention day, date, time and topics of Essay competition. [6]
- b) Draft the agenda for the meeting of Ajara Urban Co-operative Bank Ltd. Ajara to decide the general policy for lending loan Purchase of furniture and forthcoming election. [7]

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Total No. of Pages : 4

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, November - 2015

GEOGRAPHY (Paper - II)

Globalization and Market System

Sub. Code : 59654

Day and Date : Tuesday, 24 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions are compulsory.
 - 2) Figures to the right indicates full marks.
 - 3) Neat diagrams and maps should be drawn wherever necessary.
 - 4) Use of map stencils is allowed.

Q1) Choose correct alternative for following questions.

[10]

- a) Because of globalization economy goes towards.
 - i) Free economy
 - ii) Stable economy
 - iii) Closed economy
 - iv) Unstable economy
- b) What is daily market?
 - i) Small period market
 - ii) Long period market
 - iii) Very small period market
 - iv) None of these
- c) What is the trade that occurs among the nations?
 - i) International Trade
 - ii) Free Trade
 - iii) National Trade
 - iv) Invisible Trade
- d) Name the trade, which has high export value than the import value.
 - i) Free trade
 - ii) Favourable balanced trade
 - iii) World trade
 - iv) Adverse balanced trade
- e) What is exported by OPEC?
 - i) Bauxite
 - ii) Gold
 - iii) Coal
 - iv) Petroleum
- f) Where was the European Economic Community (EEC) established?
 - i) London
 - ii) Bon
 - iii) Paris
 - iv) Rome

P.T.O.



- g) When was the work of World Trade Organization (WTO) started?
- i) 1 January 1950 ii) 14 November 1960
 iii) 1 January 1948 iv) 15 April 1994
- h) Which is the type of the trade of tourism?
- i) Balanced trade ii) National trade
 iii) Invisible trade iv) Visible trade
- i) In which state is the historical tourist center Zansi?
- i) Bihar ii) Rajasthan
 iii) Uttar Pradesh iv) Goa
- j) For which animal is Tadoba famous for?
- i) Rhino ii) Lion
 iii) Tiger iv) Elephant

Q2) Write in detail answers of the following questions. [20]

- a) Define Globalization and state the good effects of Globalization.

OR

Give the classification of markets.

- b) Give information about World Trade Organization. (WTO)

OR

What is tourism? Which are the major tourist centers of Maharashtra?

Q3) Write in brief answer of any four of the following questions. [20]

- a) State the bad effects of Globalization.
- b) What is importance of International Trade?
- c) What are the objectives of European Economic Community (EEC).
- d) What is the importance of tourism?
- e) Which are the major tourist centers of Uttaranchal?
- f) Give information of tourist centres of Kerala?

मराठी रूपांतर



- सूचना :
- 1) सर्व प्रश्न आवश्यक आहेत.
 - 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 3) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.
 - 4) नकाशा स्टेन्सिलस वापरण्यास परवानगी आहे.

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- अ) जागतिकीकरणामुळे अर्थव्यवस्था कोणत्या अर्थव्यवस्थेकडे जाते ?
- | | |
|---------------------------|-------------------------|
| i) मुक्त अर्थव्यवस्था | ii) स्थीर अर्थव्यवस्था |
| iii) बंदिस्त अर्थव्यवस्था | iv) अस्थिर अर्थव्यवस्था |
- ब) दैनिक बाजारपेठ काय आहे ?
- | | |
|--------------------------------|-------------------------|
| i) अल्प कालावधी बाजारपेठ | ii) दिर्घकालीन बाजारपेठ |
| iii) अति अल्प कालावधी बाजारपेठ | iv) यापैकी नाही |
- क) देशादेशामध्ये घडून येणारा व्यापार काय आहे ?
- | | |
|--------------------------|--------------------|
| i) आंतरराष्ट्रीय व्यापार | ii) मूक्त व्यापार |
| iii) राष्ट्रीय व्यापार | iv) अदृष्य व्यापार |
- ड) आयात मूल्यापेक्षा निर्यात मुल्य जास्त असलेल्या व्यापाराचे नाव सांगा.
- | | |
|---------------------|------------------------------|
| i) मूक्त व्यापार | ii) अनुकूल संतुलीत व्यापार |
| iii) जागतिक व्यापार | iv) प्रतिकूल संतुलीत व्यापार |
- इ) ओपेक (OPEC) कडून काय निर्यात होते ?
- | | |
|-----------------|-------------|
| i) बॉक्साईट | ii) सोने |
| iii) दगडी कोळसा | iv) खनिजतेल |
- फ) यूरोपचा आर्थिक समाज (EEC) याची सुरुवात कोठे झाली ?
- | | |
|------------|---------|
| i) लंडन | ii) बॉन |
| iii) पॅरीस | iv) रोम |



- य) जागतिक व्यापार संघटना (WTO) ची सुरूवात कधी झाली?
- i) 1 जानेवारी 1950 ii) 14 नोव्हेंबर 1960
- iii) 1 जानेवारी 1948 iv) 15 एप्रिल 1994
- र) पर्यटन हा कोणत्या प्रकारचा व्यापार आहे?
- i) संतुलित व्यापार ii) राष्ट्रीय व्यापार
- iii) अदृश्य व्यापार iv) दृश्य व्यापार
- ल) झांशी हे ऐतिहासिक पर्यटन केंद्र कोणत्या राज्यात आहे?
- i) बिहार ii) राजस्थान
- iii) उत्तरप्रदेश iv) गोवा
- व) ताडोबा हे कोणत्या प्राण्यासाठी प्रसिध्द आहे?
- i) गेंडा ii) सिंह
- iii) वाघ iv) हत्ती

प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

[20]

अ) जागतिकीकरणाची व्याख्या सांगा आणि जागतिकीकरणाचे चांगले परिणाम विशद करा.

किंवा

बाजारपेठांचे वर्गीकरण द्या.

ब) जागतिक व्यापार संघटनेची (WTO) माहिती द्या.

किंवा

पर्यटन म्हणजे काय? महाराष्ट्राची प्रमुख पर्यटन केंद्रे कोणती आहेत.

प्र.3) खालीलपैकी कोणत्याही चार प्रश्नांची थोडक्यात उत्तरे लिहा.

[20]

- अ) जागतिकीकरणाचे वाईट परिणाम विशद करा.
- ब) आंतरराष्ट्रीय व्यापाराचे महत्व काय आहे?
- क) यूरोपच्या आर्थिक समाजाची (EEC) उद्दिष्टे काय आहेत?
- ड) पर्यटनाचे महत्व काय आहे?
- इ) उत्तरांचलमधील प्रमुख पर्यटन केंद्रे कोणती आहेत?
- फ) केरळमधील पर्यटन केंद्रांची माहिती द्या.

Seat No.	
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B. Com. (Part - I) (Semester - II) Examination, November - 2015

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Monday, 23 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry Equal marks.
 - 2) Attempt any five questions out of seven.

- Q1) Write short answers (any two) : [10]**
- a) State the role of good packaging.
 - b) State problems in service marketing.
 - c) Explain elements of promotion mix.
- Q2) Explain the factors affecting price of a product. [10]**
- Q3) Explain features of product. [10]**
- Q4) Explain types of distribution channels. [10]**
- Q5) State stages in selling process. [10]**
- Q6) Explain the characteristics of services. [10]**
- Q7) Write short notes (Any Two) : [10]**
- a) Advertisement and Publicity Concept.
 - b) After sales service
 - c) Marketing mix

P.T.O.

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) चंगलच्या संवेष्टनाची भूमिका सांगा.
ब) सेवांच्या विपणनातील समस्या सांगा.
क) वृद्धी मिश्रणातील घटकांचे वर्णन करा.

प्र.2) वस्तूच्या किंमतीवर परिणाम करणाऱ्या घटकांचे वर्णन करा.

[10]

प्र.3) वस्तूची वैशिष्ट्ये सांगा.

[10]

प्र.4) वितरण मार्गाचे प्रकार वर्णन करा.

[10]

प्र.5) विक्रय प्रक्रियेतील अवस्था सांगा.

[10]

प्र.6) सेवांची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन) :

[10]

- अ) जाहीरात आणि प्रसिद्धी संकल्पना
ब) विक्रयोत्तर सेवा
क) विपणन मिश्रण

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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, November - 2015

BUSINESS MATHEMATICS (Paper - II)

Sub. Code : 59653

Day and Date : Tuesday, 24 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any two :

[10]

- a) Show that the function $f(x) = x^2 + \frac{1}{x^2}$ is an even function.
- b) Find $\frac{dy}{dx}$, if $y = 3^x + x^3 + e^{3x}$.
- c) Find cost function if, marginal cost function is given by $MC = 3x^2 + 2x + 7$ and the fixed cost is Rs. 200.

Q2) Define a function $f(x)$. Draw a graph of the function $y = x^2 + 2$, by taking $x = -3, -2, -1, 0, 1, 2, 3$

[10]

Q3) If u and v are differentiable functions of x and $y = u \cdot v$, then prove that,

$$\frac{dy}{dx} = u \cdot \frac{dv}{dx} + v \cdot \frac{du}{dx} \text{ and hence find derivative of } y = x^2 \cdot e^x \text{ w.r.t. } x \quad [10]$$

Q4) Prove that, $\int_0^a f(x) \cdot dx = \int_0^a f(a-x) \cdot dx$ and hence evaluate,

[10]

$$\int_0^5 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{5-x}} \cdot dx$$

P.T.O.

Q5) State and prove the rule of integration by parts and hence evaluate, $\int x^2 \cdot \log x \cdot dx$ [10]



Q6) a) Find $\frac{dy}{dx}$ if,

i) $x = at^2, y = 2at.$

ii) $x^2 - 3xy + y^2 = 0$

b) Evaluate the following-

i) $\int (x^2 + 3x + 2)^3 (2x + 3) \cdot dx$

ii) $\int_2^4 x(x+1) \cdot dx$ [10]

Q7) Attempt any two: [10]

a) Evaluate, $\lim_{x \rightarrow 3} \left[\frac{\sqrt{x+3} - \sqrt{6}}{x-3} \right]$

b) If the demand law is $P = 10 - 3x$, find elasticity of demand for $x = 1$.

c) If the supply function is $P = 3x^2 + 10$ and $x_0 = 4$, find producer's surplus.



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Total No. of Pages : 3

B. Com. (Part - I) (Semester - II) Examination, November - 2015
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Friday, 20 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) Attempt any FIVE questions.
 - 2) All questions carry EQUAL marks.

Q1) Write short answers (any two) : [10]

- a) Explain the process of communication.
- b) Explain the non-financial means of motivation.
- c) What are mitzberg's managerial roles?

Q2) Explain the various types of Leadership Styles. [10]

Q3) What is meant by management of change? Explain the need for change. [10]

Q4) Explain Fredrick Herzberg's Two-Factor Theory. [10]

Q5) Explain the control process. [10]

Q6) Explain the process of planned change. [10]

P.T.O.



Q7) Write short notes (Any two) :

- Theory 'Y'
- Budgetary control
- Functions of a leader

मराठी रूपांतर

- सूचना : 1) कोणतेही पाच प्रश्न सोडवा
2) सर्व प्रश्नांना समान गुण आहेत.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- संदेशवहनाची प्रक्रिया स्पष्ट करा.
- कार्यप्रेरणेची आर्थिकेतर साधने स्पष्ट करा.
- मिन्टझर्बर्ग यांनी दिलेल्या व्यवस्थापकीय भूमिका कोणत्या आहेत?

प्र.2) नेतृत्व शैलीचे विविध प्रकार स्पष्ट करा.

[10]

प्र.3) बदलाचे व्यवस्थापन म्हणजे काय? बदलाची आवश्यकता का असते ते स्पष्ट करा.

[10]

प्र.4) फ्रेडरीक हर्जबर्ग यांचा द्विघटक सिद्धान्त स्पष्ट करा.

[10]

प्र.5) नियंत्रण प्रक्रिया विशद करा.

[10]

प्र.6) नियोजनबद्ध बदलाची प्रक्रिया स्पष्ट करा.

[10]



प्र.7) टीपा लिहा. (कोणत्याही दोन) :

- अ) 'य' सिद्धान्त
- ब) अंदाजपत्रकीय नियंत्रण
- क) नेत्याची कार्ये

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Total No. of Pages : 3

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B. Com. (Part - I) (Semester - II) Examination, November - 2015

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Thursday, 19 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry Equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.
 - 4) Draw neat diagrams wherever necessary.

- Q1) Write short answers (any two) : [10]**
- a) State the features of monopoly market.
 - b) Explain the concept of 'Liquidity trap'
 - c) Explain the concept of money cost & Real cost.
- Q2) Explain the cost curves in the short run period. [10]**
- Q3) Discuss the Loanable fund theory of Interest. [10]**
- Q4) State the characteristics of Monopolistic competition. [10]**
- Q5) State the short run price determination of a business firm under perfect competition. [10]**
- Q6) Discuss the Ricardian theory of Rent. [10]**

P.T.O.



Q7) Write short notes (Any two) :

- Types of Price Discrimination
- Features of Oligopoly Market
- Quasi-Rent

मराठी रूपांतर

- सूचना :
- सर्व प्रश्नांना समान गूण आहेत.
 - सातपैकी कोणतेही पाच प्रश्न सोडवा.
 - उजवीकडील अंक पूर्ण गूण दर्शवितात.
 - आवश्यक तेथे सुबक आकृती काढा.

प्र.1) थोडक्यात उत्तरे लिहा.

[10]

- मक्तेदारी बाजारपेठेची वैशिष्ट्ये सांगा.
- 'रोखतेचा सापळा' ही संकल्पना स्पष्ट करा.
- पैसातील वेतन व वास्तव वेतन संकल्पना स्पष्ट करा.

प्र.2) अल्पकालीन उत्पादन खर्चाचे विविध वक्र स्पष्ट करा.

[10]

प्र.3) व्याजाचा कर्जाऊनिधी सिद्धाताची चर्चा करा.

[10]

प्र.4) मक्तेदारीमुक्त बाजारपेठेची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.5) पूर्ण स्पर्धेतील उद्योग संस्थेची अल्पकालीन किंमतनिश्चिती स्पष्ट करा.

[10]

प्र.6) रिकार्डोचा खंडविषयक सिद्धाताची चर्चा करा.

[10]



प्र.7) टीपा लिहा. (कोणत्याही दोन) :

- अ) मूल्यभेदाचे प्रकार
- ब) अल्पजनाधिकार बाजारपेठेची वैशिष्ट्ये
- क) आभास खंड

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Seat No.	
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B. Com. (Part - I) (Semester - II) Examination, November - 2015
FINANCIAL ACCOUNTING (Paper - II) (New)
Sub. Code : 59650

Day and Date : Saturday, 21 - 11 - 2015

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

✓ Q1) Mr. Gupta maintains his books on single entry system. From the following particulars prepare the trading & profit and loss Account for the year ended 31.03.2012 and the balance sheet as on that date.

Summary of Cash Book

Receipt	Rs.	Payment	Rs.
To Balance b/d	15,900	By Creditors	59,100
To Debtors	65,100	By Bills Payable	45,900
To Bill Receivable	39,900	By wages	22,470
To Sales	43,500	By carriage Inward	330
To Interest	5,100	By salaries	13,200
		By Printing	1,590
		By postage	1,410
		By Insurance	1,500
		By Drawings	12,600
		By Balance C/d	11,400
	<u>1,69,500</u>		<u>1,69,500</u>

Particulars of Assets and liabilities

Particulars	01/04/2011	31/03/2012
	Rs.	Rs.
Investments	30,000	30,000
Debtors	75,000	87,000
Bills Receivable	30,000	27,000
Creditors	59,000	53,700
Bills Payable	12,300	42,000
Stock	42,300	34,200
Plant & machinery	90,000	90,000
Loan from Mr. Kamat	45,000	45,000

Adjustments :-

- Interest on loan from mr. kamat was outstanding for the year at 10% p.a.
- Out standing wages were Rs. 420 and outstanding printing bill was Rs. 630 (+)
- Postage stamps of Rs. 90 were in hand on 31/03/2012.
- Insurance was prepaid to the extent of Rs. 360.
- Depreciate plant and machinery at 5% and reserve for doubt ful debts on debtors at 5%

- Trading & profit & loss Account [10]
- Balance sheet [10]

Q2) Attempt any two of the following : [10]

- Padma Traders of kolhapur consigned goods (including freight) amounting to Rs. 36000 at the invoice price of Rs. 50,000 to mr. prabhu of karad, he accepted a bill for Rs. 30,000 immediately towards the goods received. As per the terms of agreement mr. prabhu was entitled to receive a commission of 5% on sales at Invoice price plus 25% of any surplus realised in excess of invoice price.

The total sales of mr. prabhu amounted to Rs. 43,000. The invoice price of goods left unsold was Rs. 15,000 (cost including freight amounted to Rs. 10,000) mr. prabhu settled the account through bank draft.

Prepare consignment A/c and consignee's A/c in the books of consignor.

- b) Maharashtra Ltd. invoices goods to its branch at cost plus $33\frac{1}{3}\%$. From the following particulars prepare the Branch stock Account and the Branch Adjustment Account in the books of Head office. [10]

	Rs.
● Opening stock at Invoice price	1,50,000
● Closing stock at Invoice price	1,20,000
● Goods sent to Branch during the year	10,00,000
at Invoice price (Includes goods invoiced at Rs. 20,000 to branch on 31/03/2013 but not received by branch before close of the year)	
● Return of goods to Head office (Invoice price)	50,000
● Cash sales at Branch	9,00,000
● Credit sales at Branch	50,000
● Invoice value of goods pilfered	10,000.
● Normal loss at Branch due to wastage & deterioration of stock (at Invoice price)	15,000
● Maharashtra Ltd closes its books on 31 st March 2013.	

- c) From the following information prepare consignment. Account consignee's Account and Abnormal loss A/c, in the books of Dhara Oil mills Ltd. [10]

- a) 10,000 k.g. of oil was consigned at Rs. 32 per kg.
- b) Freight Rs. 8,000, packing Rs. 10,000 and Insurance Rs. 2,000 were paid by the consignor.
- c) consignee's expenses were. Advertisement Rs. 28,000 godown rent Rs. 800.
- d) 1,500 kg. of oil was lost in transit and the insurance company paid Rs. 40,000. as compensation.
- e) 6,000 kg. of oil was sold at Rs. 38 per kg.
- f) commission was agreed at 5% on sales.
- g) Stock with the consignee was 2000 kg. there being a normal loss of 500 kg.



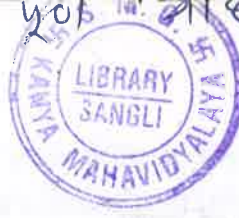


Q3) Write short notes (Any Two) :

- a) Benefits of computerized Accounting
- ✓ b) Difference between single Entry and double entry.
- c) Receipt and Expenditure Account
- d) Features of tally.

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Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, April - 2016

ENGLISH (Compulsory) (Paper - II)

English for Business Communication

Sub. Code : 59647

Day and Date : Saturday, 02 - 04 - 2016

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

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

SECTION - I

Reading Comprehension

Q1) A) Complete the following sentences by choosing the correct alternative :

[5]

- i) Seeing the doll in the drawer, the man _____.
 - a) becomes happy
 - b) becomes sad
 - c) is pleasantly surprised
 - d) becomes angry
- ii) Mr. Thomas was a _____.
 - a) teacher
 - b) lawyer
 - c) cab-driver
 - d) narrator
- iii) The children of the oppressed were _____.
 - a) well-fed
 - b) dying
 - c) starving
 - d) enjoying
- iv) The squirrels hide their nuts in _____.
 - a) a hole
 - b) the grass
 - c) the leaves
 - d) the bushes
- v) The deserted temple outside GuptKashi was dedicated to _____.
 - a) Sadashiva
 - b) Kedarnath
 - c) Shiva
 - d) Vishnu

P.T.O.



- B) Do as directed :
- Give the antonym of 'care'.
 - Give the Synonym of 'evidence'
 - Form a new word by using suffix 'ism'
 - Form a new word by using prefix 'im'
 - Give the noun form of 'suggest'

Q2) a) Answer the following questions in 3 to 4 sentences each (any three) : [9]

- Why does the woman is so fond of the baby doll?
- Comment on the end of the story, 'One Thousand Dollar'.
- What does Ruskin Bond say about the sacred rivers Madakini and Alaknanda?
- How the oppressed express their disapproval of the charges against them?
- How do the streams look in a broad daylight?

b) Write a short note on any two of the following in about 50 to 60 words each : [6]

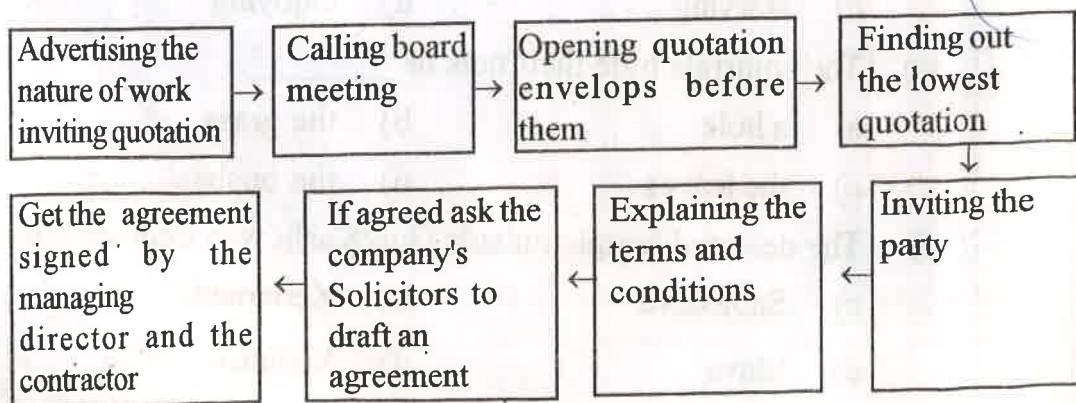
- The Man
- The man-eating leopard of Rudraprayag.
- Encounter between the oppressed and oppressor.

SECTION - II

Communication Skills

Q3) a) ^{A-16} Write an advertisement copy for laptop and describe its features with the help of various adjectives. [6]

b) Here is a flow chart showing procedure of giving contracts. Write a paragraph narrating this procedure. [6]



Q4) a) The NSS department of your college has organized a work camp of the students who have enrolled themselves for NSS activities. As a preparation for the camp, the programme officer of NSS has called a meeting of all these students. Draft the notice of the meeting. Imagine the relevant details. [6]



b) Imagine that you are the secretary of the Lion's Club, Sangli. The 5th regular monthly meeting of the club was held at 4.00 p.m. on Sunday, 21st February, 2016. Write the minutes of the meeting using the following items of the agenda. [7]

5.01 Minutes of the previous meeting.

5.02 Business arising out of the previous meeting

5.03 Appointment of an auditor for the next year.

5.04 Selection of the new chairman

5.05 Organization of a 'tree plantation programme

5.06 Any other business with the permission of the chairman.



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, April - 2016

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Tuesday, 05 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions : 1) All questions carry equal mark.
2) Attempt any five Questions out of seven.

- Q1)** Write short answers. (Any two) : [10]
a) State characteristics of Perfect competition.
b) Explain the concept of Product differentiation.
c) State the concept of quasi rent.
- Q2)** State price determination under monopoly market. [10]
- Q3)** Explain cost of production curves in short run. [10]
- Q4)** State characteristics of Oligopoly market. [10]
- Q5)** Explain risk bearing theory of profit. [10]
- Q6)** Discuss the neoclassical theory of interest. [10]
- Q7)** Write short notes. (Any Two) : [10]
a) Selling cost.
b) Money wage and Real wage.
c) Price discrimination.

P.T.O.

✓
Eco. Sem-II, A-16

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.

प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन)

[10]

- अ) पूर्णस्पर्धेच्या बाजारपेठेची वैशिष्ट्ये विशद करा.
ब) वस्तूभेदाची संकल्पना स्पष्ट करा.
क) आभास खंडाची संकल्पना विशद करा.

प्र.2) मत्केदारीच्या बाजारातील किंमतनिश्चिती विशद करा.

[10]

प्र.3) उत्पादन खर्चाचे अल्पकालिन वक्र स्पष्ट करा.

[10]

प्र.4) अल्पाधिकाराच्या बाजाराची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.5) नफ्याचा धोका पत्करण्याचा सिद्धांत स्पष्ट करा.

[10]

प्र.6) व्याजाचा नवसनातनी सिद्धांत विशद करा.

[10]

प्र.7) टीपा लिहा (कोणत्याही दोन)

[10]

- अ) विक्री खर्च
ब) पैशातील वेतन आणि वास्तव वेतन
क) मूल्यभेद

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B.Com. (Part - I) (Semester - II) Examination, April - 2016
PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Thursday, 07 - 04 - 2016

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions :**
- 1) All questions are carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1) Write short answers (any two) [10]**
- a) What are the functions of a leader?
 - b) Explain in brief Henry Mintzberg's Managerial Roles?
 - c) Explain any five characteristics of Motivation.
- Q2) Explain Abraham Maslow's Need Hierarchy Theory. [10]**
- Q3) Explain the barriers in Communication. [10]**
- Q4) What is meant by 'Control'? Discuss the traditional techniques of control. [10]**
- Q5) Explain the emerging horizons of management in a changing environment. [10]**
- Q6) Define 'Leadership' and explain various types of Leadership Styles. [10]**
- Q7) Write short notes (Any two) [10]**
- a) Theory 'X'
 - b) Control Process
 - c) Process of Planned Change

sem-2 A-16
मराठी रूपांतर

93BM



- सूचना: 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा (कोणतेही दोन)

[10]

- अ) नेत्याची कार्ये कोणती आहेत?
— ब) हेन्री मिंट्झबर्ग यांनी सांगितलेल्या व्यवस्थापकीय भूमिका थोडक्यात स्पष्ट करा.
— क) कार्यप्रेरणेची कोणतीही पाच वैशिष्ट्ये स्पष्ट करा.

प्र.2) अब्राहम मास्लो यांचा क्रमबद्ध गरजांचा सिध्दांत स्पष्ट करा.

[10]

प्र.3) संदेशवहनातील अडथळे स्पष्ट करा.

[10]

प्र.4) 'नियंत्रण' म्हणजे काय? नियंत्रणाच्या पारंपरिक तंत्रांची चर्चा करा.

[10]

प्र.5) बदलत्या पर्यावरणातील व्यवस्थापनाची उद्योगमुख क्षितीजे स्पष्ट करा.

[10]

प्र.6) नेतृत्वाची व्याख्या देवून नेतृत्वशैलीचे विविध प्रकार स्पष्ट करा.

[10]

प्र.7) टीपा लिहा (कोणतेही दोन)

[10]

- अ) 'क्ष' सिध्दांत
— ब) नियंत्रण प्रक्रिया
— क) नियोजनबद्ध बदलाची प्रक्रिया





N - 297

Q2) Attempt any two out of a, b and c

a) You are given the following statement and information of Mr. Shivajirao.

Statement of Affairs as on 31/3/2012

Liabilities	Rs.	Assets	Rs.
Sundry Creditors	35,000	Building	60,000
Capital	45,000	Stock	14,000
Add. Surplus	<u>20,000</u>	Debtors	16,000
	65,000	Investment	9,200
		Cash in Hand	800
	<u>1,00,000</u>		<u>1,00,000</u>

Cash transactions for the year ended 31/3/2013 was as under

i) Receipts from -	Debtors	Rs. 44,000
	Sale of investment	Rs. 9,500
	Interest	Rs. 500
ii) Payments -	Creditors	Rs. 38,600
	Salaries	Rs. 2,200
	Rent	Rs. 900
	Tax	Rs. 500
	Drawings	Rs. 400

Discount allowed and discount earned Rs. 400 and Rs. 300 respectively.
Credit sales and credit purchases Rs. 44,000 and Rs. 17,000 respectively.
You are required to Prepare Cash A/c, Total Debtors A/c and Total Creditors A/c. [10]

b) Mr. X from Kolkata consigns to Mr. Y from Patna 100 machines. Original cost price of every machine is Rs. 260 but it has been valued at Rs. 320 each in the invoice. X has spent Rs. 800 on packing etc., Mr. Y has accepted a bill drawn by Mr. X for Rs. 16,000. Mr. Y informed that 80 machines were sold at Rs. 350 each and that he has incurred the following expenses: Railway freight Rs. 1,200 Rent for the Godown Rs. 100 and Insurance Rs. 200.

Consignee is authorised to get ordinary commission at 6% and one and half percent Del Credere commission. Give the Consignment Account and the Consignee's Account in the books Mr. X [10]

- c) Shri. Sindgi keeps his books under single entry system. He gives you the following information relating to the year ending 31st March, 2003.

Summary of Bank Transactions

Particulars	Rs.	Particulars	Rs.
To Balance at Bank	4,350	By Drawing	7,520
To Sundry Debtors	38,400	By Trade Creditors	27,100
To Bills Receivable	12,000	By Bills Payable	9,300
To Commission	1,500	By Wages	12,000
To Cash Sales	8,600	By Salaries	6,500
To Balance c/d	3,350	By Rent	4,400
		By Insurance	800
		By Carriage Inward	250
		By Advertising	330
	68,200		68,200

Assets & Liabilities	31-3-2002	31-3-2003
Stock on hand	18,700	23,400
Debtors	12,000	14,000
Creditors	9,000	1,500
Bills Receivable	4,000	5,000
Bills Payable	1,000	200
Outstanding Salaries	600	1,200
Furniture	600	600
Building	12,000	12,000

A provision of Rs. 1,450 is required for doubtful debts on debtors and depreciation @ 5% is to be charged on Furniture and Building. There are Outstanding wages Rs. 3000. Insurance has been pre-paid to the extent of Rs. 250. Legal expenses are outstanding to the extent of Rs. 700.

You are required to prepare Total Debtors A/c, Total Creditors A/c, Bills receivable A/c, Bills Payable A/c and Opening Statement of Affairs. [10]

Q3) Write Short Notes (any two) :

- a) Types of vouchers
- b) Features of Tally
- c) Difference between Statement of Affairs and Balance sheet
- d) Del Credere Commission



Seat No.	08216
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B.Com. (Part - I) (Semester - II) Examination, April - 2016

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Monday, 11 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m to 05.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1) Write short answers (any two) [10]**
- a) Explain product mix.
 - b) State After sales service
 - c) Explain elements of promotion mix.
- Q2) State role and Functions of Packaging. [10]**
- Q3) Explain techniques of sales promotion. [10]**
- Q4) Explain the classification of retailers by marketing strategies. [10]**
- Q5) Explain factors affecting price of product. [10]**
- Q6) State problems in service marketing. [10]**
- Q7) Write short notes (any two) [10]**
- a) Importance of pricing.
 - b) Types of distribution channels.
 - c) Non-store Retailing.

sem - II, A/B
मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पांच प्रश्न सोडवा.
3) उजवीकडील अंक गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) वस्तू मिश्रण वर्णन करा.
ब) विक्रयोत्तर सेवा सांगा.
क) विक्रयवृद्धी मिश्रणातील घटक वर्णन करा.

प्र.2) चांगल्या संवेष्टनाची भूमिका आणि कार्ये सांगा.

[10]

प्र.3) विक्रयवृद्धीची विविध तंत्रांचे वर्णन करा.

[10]

प्र.4) विपन्न व्यूहरचनेनुसार किरकोळ व्यापाऱ्यांचे वर्गीकरण विशद करा.

[10]

प्र.5) वस्तूंच्या किंमतीवर परिणामकारक घटकांचे वर्णन करा.

[10]

प्र.6) सेवांच्या विपणनातील समस्या सांगा.

[10]

प्र.7) टीपा लिहा (कोणतेही दोन)

[10]

- अ) किंमतीचे महत्व
ब) वितरण मार्गांचे प्रकार
क) दिनदुकानी किरकोळ व्यापार



Seat
No.

08216

B.Com (Part - I) (Semester - II) Examination, April - 2016

BUSINESS MATHEMATICS (PAPER - II)

Sub. Code : 59653

Day and Date : Wednesday, 13 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Attempt any five questions.
 - 2) Figures to the right indicate full marks.
 - 3) Use of non programmable calculator is allowed.
 - 4) Graph paper will be supplied on request.

Q1) Attempt any Two.

[10]

- a) Find $\frac{dy}{dx}$ for the function $y = e^x$ from the first principle.
 $y = a^x$
- b) If $f(x) = x^2 - 4x + 6$, then find x such that $f(x) = f(x+1)$.
- c) Find the cost function, if the marginal cost function (MC) is given by $MC = 3x^2 - 2x + 7$ and the fixed cost is Rs. 200.

Q2) Define function $f(x)$ and state type of functions (any four). Draw a graph of the function $y = x^2 - 1$ by taking $x = -3, -2, -1, 0, 1, 2, 3$.

[10]

Q3) If u and v are differentiable functions of x and $y = u.v$ then

prove that $\frac{dy}{dx} = u \frac{dv}{dx} + v \frac{du}{dx}$ and hence find $\frac{d}{dx}(x^2 \cdot \log x)$.

[10]

P.T.O.

Q4) With usual notation prove that $\int_0^a f(x) dx = \int_0^a f(a-x) dx$ and hence

Evaluate $\int_0^4 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{4-x}} dx$

[10]



Q5) State the conditions for minima and maxima of a function $f(x)$. At what point the function $f(x) = 2x^3 - 3x^2 - 12x + 12$ will be maximum? Find the maximum value.

[10]

Q6) a) Evaluate the following.

[10]

i) $\int \frac{x^3 + x^2 + 2}{x} dx$

ii) $\int \frac{1}{x \cdot \log x} dx$

b) Differentiate the following w.r.t.x.

i) $y = x^2 + 2^x + 2^2$

ii) $x^2 + y^2 = 2xy$

Q7) Attempt any Two.

[10]

a) The cost function is given $C = 2 + 3x + x^2$. Find the average cost and marginal cost at $x = 3$.

b) Evaluate $\lim_{x \rightarrow 3} \left[\frac{1}{x-3} - \frac{9}{x^3 - 3x^2} \right]$

c) The demand function is given by $P = 20 - x - x^2$. Find the consumer's surplus when demand $x = 3$.





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Total No. of Pages : 3

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, November - 2016

ENGLISH COMPULSORY

English for Business Communication (Paper - II)

Sub. Code : 59647

Day and Date : Wednesday, 30 - 11 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

Q1) A) Complete the following by choosing the correct alternative. [5]

- i) The woman wanted the baby doll because _____
 - a) The baby was her companion when she was all alone in the apartment
 - b) Her husband has gifted it to her
 - c) It was very expensive
 - d) It looked like a real baby
- ii) This life is full of _____.
 - a) joy
 - b) unhappiness
 - c) ease
 - d) worries
- iii) Gillian's uncle left him _____ in his will.
 - a) a real estate
 - b) 1000 dollars
 - c) a house
 - d) a diamond pendant
- iv) The deserted temple outside Guptkashi was dedicated to
 - a) Sadashiva
 - b) Kedasnath
 - c) Shiva
 - d) Vishnu
- v) The oppressed won't for _____ next insulting word.
 - a) colonised's
 - b) oppressor's
 - c) boss
 - d) officer's

P.T.O.



B) Do as directed

- i) Give synonym of the word, 'cab'.
- ii) Give antonym of the word, 'hide'.
- iii) Form word by adding suffix, 'ness'.
- iv) Make a verb of the word, 'commitment'.
- v) Form word by adding prefix, 'en'.

Q2) a) Answer the following questions in 2-3 sentences each. (any three) : [9]

- i) How did he react after finding the doll?
- ii) How do the stream look in a broad daylight?
- iii) Who was Miss Mirian Hayden? What was the amount mentioned in the will for her?
- iv) Why was the sadhu kept in custody?
- v) How do the oppressed express their disapproval of the charges against them?

b) Write short notes on any two of the following in about 50-60 word each. [6]

- i) The man's commitment to his company.
- ii) The theme of racial discrimination in the poem, 'first, they said'.
- iii) The said of story 'one thousand dollars'

Q3) a) Form an advertisement on the product of motor-Bike by describing its features. [6]

- b) Present the following information in a bar-diagram.

Literacy Ratio in India

<u>Census year</u>	<u>Males</u>	<u>Females</u>
1951	25.0	7.9
1961	34.4	13.0
1971	39.4	18.7
1981	56.4	29.75
1991	64.1	39.3
2001	75.85	54.16



- Q4) a) Prepare an agenda for the meeting of the Board of Directors of pande finance Ltd. called for the appointment of an Auditor Imagine relevant details. [6]
- b) As the secretary of the teachers association of the college, call the meeting of all the teachers to consider increase in the membership fees. Give details of day. date, time and place. [7]





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Total No. of Pages : 2

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, December - 2016

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 59648

Day and Date : Thursday, 01 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.
 - 4) Neat diagrams wherever necessary.

Q1) Write short answers (Any two) [10]

- a) State average and Marginal cost curves.
- b) Explain the concept of labour exploitation.
- c) State the concept of price discrimination.

Q2) Explain cost curves in short run. [10]

Q3) State the price determination under Monopoly market. [10]

Q4) Explain the keynesian Liquidity Preferences theory of interest. [10]

Q5) State characteristics of Oligopoly market. [10]

Q6) Explain the Uncertainty bearing theory of profit [10]

Q7) Write short notes (Any two) [10]

- a) Opportunity cost.
- b) product differentiation.
- c) Characteristics of Perfect competition.



P.T.O.

मराठी रूपांतर



- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
 2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
 3) उजवीकडील अंक पूर्ण गुण दर्शवितात.
 4) आवश्यक त्या ठिकाणी सुबक आकृती काढा.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) ECo-16. [10]

- अ) सरासरी आणि सीमांत खर्चाचे वक्र स्पष्ट करा.
 ब) श्रमिकांचे शोषण संकल्पना स्पष्ट करा.
 क) मूल्यभेद ही संकल्पना स्पष्ट करा.

प्र.2) उत्पादन खर्चाचे अल्पकालिन वक्र स्पष्ट करा. [10]

प्र.3) मत्तेदारीच्या बाजारातील किंमतनिश्चिती स्पष्ट करा. [10]

प्र.4) केन्सचा व्याजाचा रोकडप्राधान्यप्रवृत्ती सिद्धांत स्पष्ट करा. [10]

प्र.5) अल्पाधिकाराच्या बाजाराची वैशिष्ट्ये स्पष्ट करा. [10]

प्र.6) नफ्याचा अनिश्चितता पत्करण्याचा सिद्धांत स्पष्ट करा. [10]

प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]

- अ) संधी खर्च
 ब) वस्तुभेद
 क) पूर्णस्पर्धेची वैशिष्ट्ये





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Total No. of Pages : 3

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, December - 2016

PRINCIPLES OF BUSINESS MANAGEMENT (Paper - II)

Sub. Code : 59649

Day and Date : Friday, 02 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

Instructions : 1) All questions carry equal marks.

2) Attempt any five questions out of seven.

3) Figures to the right indicate full marks.

Q1) Write Short answers. (any two) [10]

- What are the assumptions of theory 'y'?
- Explain in brief the barriers in communication.
- State the mintzbergs managerial roles.

Q2) Define control. Explain the process of control. [10]

Q3) State the concept of leadership and discuss various functions of a leader. [10]

Q4) Explain Abraham Maslow's Need Hierarchy Theory. [10]

Q5) Explain emerging horizon's of management in a changing environment. [10]

Q6) Explain the techniques of control. [10]

P.T.O.

Q7) Write Short notes. (Any Two)

- Non-financial means of motivation
- Democratic leadership style
- Resistance to change



मराठी रूपांतर

- Nov 16
PBM
- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]

- 'य' सिद्धांताचा गृहिते कोणती आहेत?
- संदेशवहनातील अडथळे थोडक्यात स्पष्ट करा.
- मिंट्झबर्ग यांची व्यवस्थापकीय भूमिका लिहा.

प्र.2) नियंत्रणाची व्याख्या द्या. नियंत्रण प्रक्रिया विशद करा. [10]

प्र.3) नेतृत्वाची संकल्पना सांगून नेत्याची विविध कार्ये स्पष्ट करा. [10]

प्र.4) अब्राहम मास्लो यांचा गरजा उतरंडीचा सिद्धांत स्पष्ट करा. [10]

प्र.5) बदलत्या पर्यावरणातील व्यवस्थापनापुढील आव्हाने। क्षितिजे स्पष्ट करा. [10]

प्र.6) नियंत्रणाची तंत्रे विशद करा.

[10]



प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) अभिप्रेरणेची आर्थिकेतर (बिगर वित्तीय) साधने
- ब) लोकशाही नेतृत्व शैली
- क) बदलास प्रतिकार

ॐॐॐ



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Total No. of Pages : 4

Seat No.	
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B.Com. (Part - I) (Semester - II) Examination, December - 2016**FINANCIAL ACCOUNTING (Paper - II) (New)****Sub. Code :59650**

Day and Date : Saturday, 03 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

Q1) Mr. Mithunji keeps his books under Single Entry System, supplies you the following information for the year ended 31st March, 2012.

Summary of Cash Book

Particulars	₹	Particulars	₹
To Balance b/d	8,350	By S. Creditors	27,100
To S. Debtors	38,400	By Bills Payable	9,300
To B/R Realised	12,000	By Wages	12,250
To Commission	1,500	By Salaries	6,500
To Cash Sales	8,600	By Rent & Taxes	5,200
		By School fees (son)	1,000
		By Advertisement	330
		By Personal Drawing	6,520
		By Balance c/d	650
	68,850		68,850

P.T.O.

Details of Assets and Liabilities as on 1st April, 2011 and 31st March, 2012.

Particulars	1-4-2011	31-3-2012
Stock	18,700	23,400
S. Debtors	12,000	14,000
S. Creditors	9,000	1,500
Bills Receivable	4,000	15,000
Bills Payable	1,000	4,200
Plant & Machinery	5,600	5,600
Premises	1,20,000	1,20,000
Bank Over draft	-	10,000

Adjustments :

- Depreciate plant and premises by 5% and 10% respectively.
- Provide outstanding salaries Rs. 1,200/-

Prepare

- Trading, Profit and Loss A/c for the year ending 31-3-2012 and Balance Sheet. [10]
- Total Debtors A/c, Total Creditors A/c, Bills Receivable A/c, Bills Payable A/c. [10]

Q2) Attempt two of the following (A, B and C) :

- A) From the following particulars relating to Gujrat Branch for the year ended 31st March, 2011.

	₹
Stock at Branch on 1-4-2010	10,000
Branch Debtors on 1-4-2010	4,000
Petty Cash at Br. on 1-4-2010	500
Furniture at Br. on 1-4-2010	2,000
Goods sent to Branch the year	80,000



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Cash Sales		70,000
Credit Sales		40,000
Cash received from Debtors		35,000
Discount allowed to debtors		100
Outstanding salaries on 1-4-2010		150
Outstanding salaries on 31-3-2012		200
Sent cash to Branch for expenses :		
Salaries	Rs. 2,400	
Rent	Rs. 2,000	
Petty cash	Rs. 1,000	
Insurance	Rs. 600	6,000
(upto June 2012)		
Goods returned to H.O.		1,000
Goods returned by Debtors		2,000
Stock at Branch on 31-3-2012		5,000
Petty Expenses at Branch		850

You are required to prepare Gujrat Branch A/c. [10]

B) On 1st April, 1998 Abhijeet & Sons Nashik consigned goods of Rs. 28,000 to Ashu and Co. of Kolhapur at a proforma invoice price of Rs. 36,000. Abhijeet & Sons paid Rs. 800 for freight and Rs. 1,200 for insurance.

Ashu & Co. paid Rs. 1,800 for carriage and other expenses. Ashu & Co. sent a bank draft of Rs. 4,000 to Abhijeet and sons as an advance. Ashu & Co. sold all goods for Rs. 48,000/-. Ashu & Co. entitled to a commission at 5% on gross sales Ashu & Co. remitted balance to Abhijeet and Sons after deducting their commission and expenses.

Show consignment A/c and Ashu & Co. A/c in the books of consigner.

[10]



- C) M/s Priyankaji Traders, Pune has a branch at Jaysingpur. The goods are invoiced so as to show a profit of 20% on cost price, under the strict instructions of selling goods only at invoice price. Following are the particulars relating to the branch.

Particulars	₹
Stock on 1-4-2013 (Invoice price)	24,000
Debtors on 1-4-2013	12,400
Goods sent to Branch (Invoice price)	70,000
Goods returned by branch	2,400
Cash sales	40,000
Credit Sales	42,000
Goods returns from Debtors	1,200
Cash received from Debtors	38,000
Discount allowed to customers	600
Allowances made to customers	400
Bad debt written off	1,200
Cheque sent to Branch for	
Salaries	6,600
Rent	4,000
Insurance	1,000
Shortage of goods at Branch	800

Prepare – Br. Stock A/c, Br. Debtors A/c, Br. Expenses A/c, Br. Adjustment A/c and Br. Profit & Loss A/c. [10]

Q3) Write Short Notes (Any two) : [10]

- Features of Tally.
- Consignor and Consignee.
- Dependent Branches.
- Conversion of Single Entry.



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No.



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Total No. of Pages : 2

B.Com. (Part - I) (Semester - II) Examination, December - 2016

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 59651

Day and Date : Monday, 05 - 12 - 2016

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

- Instructions :**
- 1) All questions carry equal marks.
 - 2) Attempt any five questions out of seven.
 - 3) Figures to the right indicate full marks.

- Q1) Write short answers (Any two) : [10]**
- a) What is product? Explain product features.
 - b) Difference between Brand Name and Trademark.
 - c) Explain Types of Non-Store retailing.
- Q2) What is marketing mix? Explain marketing mix elements. [10]**
- Q3) Explain product price importance. [10]**
- Q4) Explain Techniques of sales promotion. [10]**
- Q5) Explain factor affecting the choice of a Distribution channel. [10]**
- Q6) Explain Nature and Importance of retailing. [10]**
- Q7) Write short notes (Any two) : [10]**
- a) Product design.
 - b) Objectives of product packaging.
 - c) Characteristics of services.

P.T.O.

मराठी रूपांतर



Dec 16

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.
3) उजवीकडील अंक गुण दर्शवितात.

प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

[10]

- अ) वस्तू म्हणजे काय? वस्तूची वैशिष्ट्ये वर्णन करा.
ब) चिन्हनाम व व्यापारी चिन्ह यातील फरक सांगा.
क) बिनदुकानी किरकोळ व्यापाराचे प्रकार वर्णन करा.

प्र.2) विपणन मिश्रण म्हणजे काय? विपणन मिश्रणाचे घटक विशद करा.

[10]

प्र.3) विपणन मिश्रणात किंमतीचे महत्व स्पष्ट करा.

[10]

प्र.4) विक्रयवृद्धीची विभिन्न तंत्रे स्पष्ट करा.

[10]

प्र.5) वितरण मार्ग निवडीवर परिणाम करणाऱ्या घटकांचे वर्णन करा.

[10]

प्र.6) किरकोळ व्यापाराचे स्वरूप व महत्व स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणतेही दोन)

[10]

- अ) वस्तूचे प्रारूप.
ब) वस्तू आवेष्टनाचे उद्देश.
क) सेवांची वैशिष्ट्ये.

