



B.COM. – Ist Year

SEM – I & II

Previous Year

Question Papers

Academic Year

(2024-25)





B.COM. – Ist Year

SEM – I

Previous Year

Question Papers

Academic Year

(2024-25)



SC-04

Total No. of Pages:2

Seat No	



B.Com. (Part I) (Semester I) (NEP - 2020)
Examination, November - 2024
English for Business Communication (Paper I)
(Compulsory English)
Sub. Code : 87976

Day and Date : Friday, 29/11/2024

Total Marks :40

Time : 10.30 a.m. to 12.00 p.m.

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

Q.1) A) Complete the following sentences by choosing the correct alternative given below. [04]

- 1) Smile is the only publication of.....
 - a) inward sprit
 - b) outward sprit
 - c) Mind
 - d) thought
- 2) The poem 'Unknown Citizen' is written by.....
 - a) W.H. Auden
 - b) Yeats
 - c) Arnold
 - d) Eliot
- 3) purchased an ox from Algu.
 - a) Khala Jaan
 - b) Samjhu Sahu
 - c) Chowdhry
 - d) Jumman Shaikh
- 4) The name of the doorkeeper is
 - a) Kabuliwala
 - b) Ramdayal
 - c) Rahmmun
 - d) Ram

B) Answer the following questions in one word/phrase/ Sentence. [04]

- 1) What types of smiles are rare?
- 2) What is the poem 'The Unknown Citizen' about?
- 3) Where did the poet try to find god?
- 4) How did Samjhu Sahu treat his new ox?

Q.2) A) Answer the following questions in 3 to 4 Sentences each. (Any three) [06]

- 1) Who are the two fathers in the story 'Kabuliwala'?
- 2) Where is the God according to the poet?
- 3) Who wrote the poem 'The Felling of the Banyan Tree'?
- 4) What was Jumman's grievance against Algu?
- 5) Why does Gardiner say that smile is better than a silver spoon in the mouth?



B) Write short notes on the following in 7 to 8 sentences each. (Any two) [06]

- 1) Mini's mother in Kabuliwala.
- 2) Responses of the different characters about the felling of the Banyan tree.
- 3) The theme of the poem 'Unknown Citizen'.
- 4) Debonair smile.

Q.3) Do as directed

[06]

A) Identify the word classes of the underlined words in the following sentences.

- i) He applied for the post of the manager in the bank.
- ii) Students came late because they missed the bus.

B) Use the following synonyms in your own sentences.

- i) Freedom = Liberty
- ii) Wander = March

C) Form new words by using following prefixes and suffixes

- i) im-
- ii) auto-
- iii)-ment
- iv)-ation

Q. 4 A) I) Write a description of your Phone. [04]

II) Write a description of your college building. [04]

B) Narrate a paragraph about a very bad day in your in your life. [06]



B) Answer the following questions in one word/phrase/sentence each. [4]

- 1) Who lived on the houses surrounding the writer's house on the hill in 'The Felling of the Banyan Tree'?
- 2) Did the poet find the God in the temple in 'Offering in the Temple'?
- 3) Who was scared of Kabuliwala?
- 4) On what account Jumman and Algu were close friends in the story 'Panch Parameshwar'?

Q2) A) Answer the following questions in 3 to 4 sentences. (any 3) [6]

- 1) Comment on Gardiner's views about unexpected smiles in the story 'On Smiles'.
- 2) How was the friendship between Algu and Jumman in 'Panch Parameshwar'?
- 3) Why did Kabuliwala stab the customer in the story 'Kabuliwala'?
- 4) Why could the poet not find God in 'Offering in the Temple'?
- 5) Why according to the grandmother was the felling of a tree a crime in 'Felling of the Bunyan Tree'?

B) Write short notes on the following in about 7 to 8 sentences. (any 2) [6]

- 1) Description of the Banyan tree.
- 2) Mini
- 3) The character of Algu

C) Do as Directed. [2]

- 1) Choose the correct alternative to form a proper word from the root given.

i) Feel _____ [ful, ing, able, dis]

ii) Inject _____ [ive, un, able, ion]

- 2) Give antonyms. [2]

i) Formal ii) strong

3) Form new words by using following prefixes.

[2]

i) un_____

ii) re_____

Q3) A) Write a detailed description of your college building.

[4]

B) Write a description of your father or mother.

[4]

Q4) Narrate your college tour experience.

[6]



Seat No. **OCT_NOV_2024 WINTER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0)** B.com-I sem I**Sub. Name: AEC- 1-English for Business Communication - I****Sub. Code: 107076****Day and Date: DECEMBER ,09-12-2024****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) A. Rewrite the following sentences by choosing the correct option. [5]****i. When a group of letters is attached before the base word, it is called ____.**

- A. prefixation
- B. blending
- C. suffixation
- D. acronyms

ii. The word USA is an example of ____.

- A. prefixation
- B. blending
- C. suffixation
- D. acronyms

iii. 'Oops! Something went wrong!' is an example of ____ sentence.

- A. declarative
- B. exclamatory
- C. interrogative
- D. imperative

iv. 'Mohini is working on her project.' The underlined word in the sentence is ____.

- A. a noun
- B. an adjective
- C. a verb
- D. an adverb

v. Shrinagar is ____ for its beautiful landscape.

- A. knows
- B. known
- C. knew
- D. knowing

B. Answer the following questions in one word or phrase or sentence [5] each.

- 1) Which conjunctions are used in making compound sentences?
- 2) Which tense is used to convey the daily routine?
- 3) What are the two processes of affixation?
- 4) Write the adverb of the word 'total'.
- 5) How the word 'emoticon' is formed?



Q2) A. Choose the correct word from the given pair.

[10]

1. After listening to her songs, the audience _____. (applauded/applied)
2. Being mentally ill he is admitted to the _____. (asylum/ orphanage)
3. She always _____ western clothes. (wears/ ware)
4. Daily travelling may _____ your health. (effect/affect)
5. The word 'smog' is a combination of 'smoke' and '_____'. (log/fog)
6. The suffix _____ is used to change the word into verb. (-ize / -ment)
7. In the word 'ATM', the letter 'M' stands for _____. (Money/Machine)
8. In the word 'remaking' the prefix _____ is used. (ing / re)
9. In the sentence 'Asha always speaks softly.' the underlined word is _____ (a verb/an adverb)
10. In the word 'tricolour, the prefix 'tri' means _____. (to try /three)

B. Do as directed.

[10]

- 1) They work together for the growth of their industry. (Identify the tense)
- 2) I was taking a left turn at that moment. (Identify the tense)
- 3) Shut down the TV. (Identify the type of sentence)
- 4) Where do you buy your shirts? (Identify the type of the sentence)
- 5) They go for a walk every evening. (Change into negative sentence)
- 6) When I entered in the office, everybody was (work) on the computer. (Use correct form of the verb given in the bracket)
- 7) Though Ravindra prefers tea and bread for breakfast, he ordered pizza. (Change the sentence into Compound structure)
- 8) What a wonderful painting it is! (Change into Declarative sentence)
- 9) It is raining. I will take umbrella. (Join the sentences with conjunction 'so')
- 10) I shall learn English. (Change the tense into future continuous)

Q3) A. Use the given group of words and develop a paragraph into 8-10- sentences describing a process of opening an email account. **[5]**

selection of email service provider — visit to Google website --- looking for 'Create Account" option — filling of information with person's details --- creating user ID — creating strong password --- using letters-number and special characters — verification of account --- acceptance of terms and conditions --- personalize account to use.

B. Answer any One of the following questions in 8-10sentences.

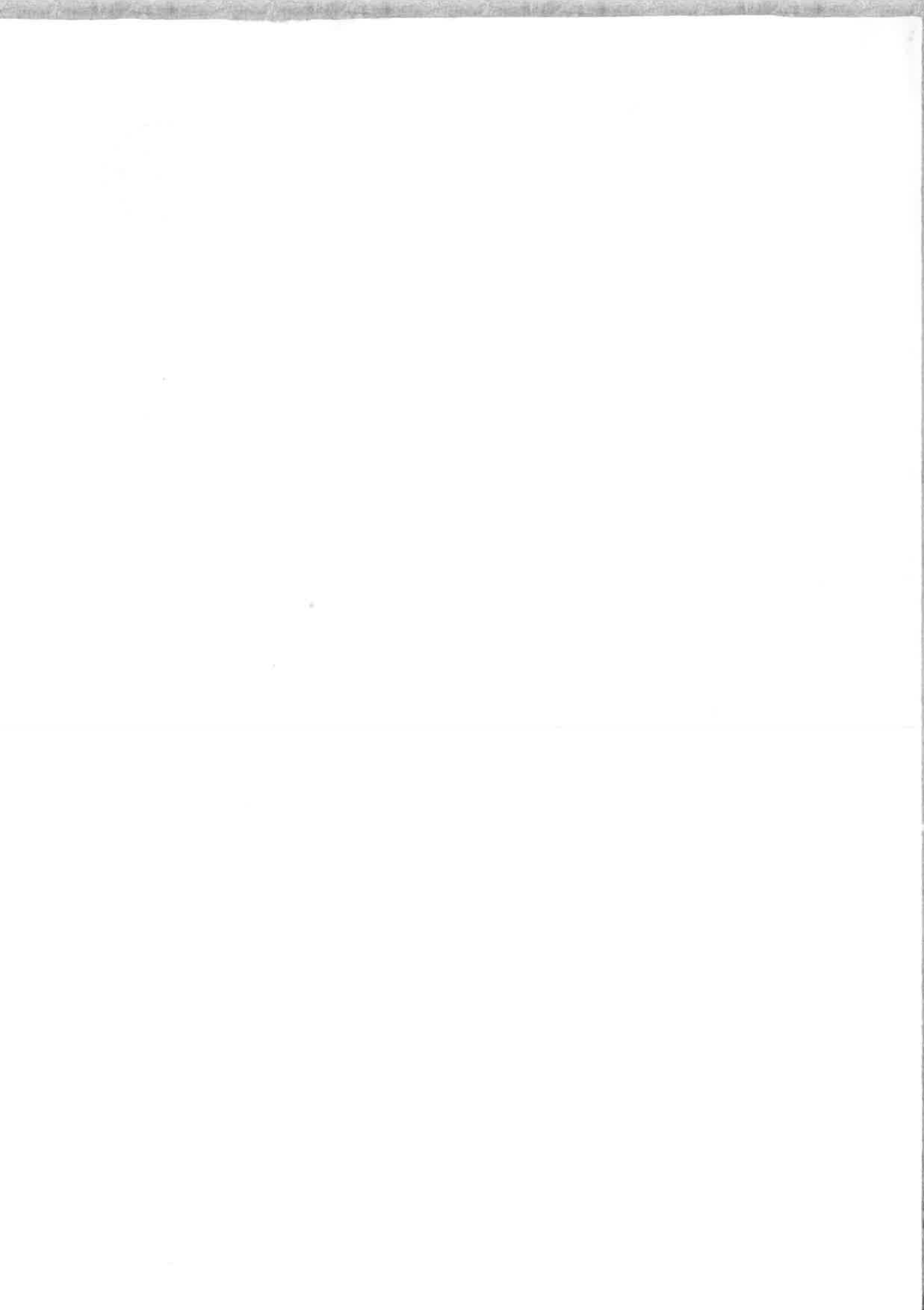
[5]

1. Explain the types of sentences based on their functions
2. Elaborate the types of tenses with examples.

3. Exemplify the types of sentences based on their structure

* * *





MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: AEC- 1-English for Business Communication - I****Sub. Code: 107076****Day and Date: MAY ,06-05-2025****Time: 02.30 PM To 04:00 PM****Total Marks: 40**

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. When a group of letters is attached after the base word it is called....
 - A. prefixation
 - B. acronyms
 - C. suffixation
 - D. blending
- ii. is a process where two or more words are combined together to form a new word
 - A. Clipping
 - B. Blending
 - C. Acronyms
 - D. Mixing
- iii. Weblog is an example of.....
 - A. Blending
 - B. Clipping
 - C. Acronyms
 - D. Switching
- iv. "Please help the poor.", is an example of.....sentence
 - A. imperative
 - B. simple
 - C. declarative
 - D. exclamatory
- v. "Oh! Very nice!", is an example of.....sentence
 - A. exclamatory
 - B. simple
 - C. declarative
 - D. interrogative

B. Answer the following questions in one word/ phrase/sentence each. **[5]**

1. What are the major kinds of tenses in English?



2. What is Prefixation?
3. Write the noun form of the word 'examine'?
4. Which sentence has two or more than two independent clauses?
5. Which tense is used to convey habitual action?

Q2) A. Choose the correct word from the given pair. [10]

1. When we reached the theater not a single seat was
(empty/vacant)
2. Every citizen has.....to choose his profession. (right/write)
- 3..... and Non-violence are the guiding principles of life. (Peace/Piece)
4. Daily travelling may..... your health. (effect/affect)
5. In the word 'ATM' the letter 'M' stands for.....(Money/ Machine)
6. The word Weblog is a combination of 'Web' and(log/blog).
7. In the sentence, "Smita is a beautiful girl", the underlined word is
(adjective/adverb)
8. In the word 'unsuccessful' the suffix.....used. (un / ful)
9. The suffix is used to change the word into noun (-ment/-ize)
10. these are ----- goods. (perish/perishable)

B. Do as directed. [10]

1. She lengthens the wire quickly. (Identify the tense)
2. We had played cricket. (Identify the tense)
3. I helped her when I understood her need (Identify the type of sentence)
4. I love music. (Change into negative sentence)
5. Shall I go for an evening walk? (Identify the type of the sentence)
6. I am playing cricket. (Change the sentence into continuous future)
7. What an exciting match it was! (Change into Declarative sentence)
8. He was ill. He could not go to office. (Make compound sentence with appropriate conjunction)
9. When I entered in the office, everybody was (work)on the computer. (Use correct form of verb given in the bracket)
10. After he bought a new car, the boy went on a long drive. ((Identify the dependent clause in the sentence)

Q3) A. Use given group of words and develop a paragraph into 8/10 sentence [5] describing taking admission to B. Com course after declaration of HSC result.

Declaration of HSC examination result.....Decision of graduation.....choice of B.Com Degree Programme.....Enquiry for Admission.....Buying Prospectus.....filling Application form.....Attachment of essential Documents.....Scrutiny of forms..... Display of Merit list Admission committee.... Verification of documents.....payment of fees.....conformation of Admission.

B. Answer any One of the following questions in 8 to 10 sentences. (5) [5]

1. Explain the types of sentences based on their structure.
2. Discuss the types of tenses with examples.

3. Explain the types of sentences on their functions.

End Of Question Paper



Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP (107076) AEC- 1-English for Business
2.0) Communication - I

Part 1 SEM 1

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0) Bcom-1 sem-I****Sub. Name: Business Administration Paper I (Principles Of Management)****Sub. Code: 106715****Day and Date: NOVEMBER ,28-11-2024****Time: 10:30 AM To 01:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80**

- Q1) A.** Multiple choice Questions (6 questions 4 alternatives) रिकाम्या जागी योग्य पर्याय [12] लिहा.
- i. Management is a activity.
व्यवस्थापन ही एक क्रिया आहे.
- A. Economical आर्थिक
B. Collective सामुहिक
C. Personal वैयक्तिक
D. Social सामाजिक
- ii. To give orders to workers is a function of level management.
कामगारांना आदेश देणे हे व्यवस्थापनाचे कार्य आहे.
- A. Lower कनिष्ठ
B. Middle मध्यम
C. Top उच्च
D. Departmental विभागीय
- iii. Elton Mayo is a
एल्टन मेयो हे होते.
- A. Economist अर्थशास्त्रज्ञ
B. Industrial Psychologist औद्योगिक मानसशास्त्रज्ञ
C. Philosopher तत्त्वज्ञ
D. Political Scientist राज्यशास्त्रज्ञ
- iv. The concept of Management of Objective is firstly introduced in
उद्दिष्टाद्वारे व्यवस्थापन ही संकल्पना सर्वप्रथम मध्ये मांडली.
- A. 1934 १९३४
B. 1944 १९४४
C. 1954 १९५४
D. 1964 १९६४
- v. is an example of hospitality Industry.
..... हे आदरातिथ्य उद्योगाचे उदाहरण आहे.
- A. Casino industry कॅसिनो उद्योग
B. Cruise line industry क्रुझ लाईन उद्योग



- C. Hotel industry हॉटेल उद्योग
D. All of the above वरील सर्व

vi. Natural disaster is generally a crisis.

नैसर्गिक आपत्ती ही सामान्यता संकटे असतात.

- A. Criminal गुन्हेगारी
B. Environmental पर्यावरणीय
C. Technology तंत्रज्ञान
D. Economical आर्थिक

B. Match the Pairs योग्य जोड्या जुळवा.

[4]

Group 1

1. Psychological Resistance मनोवैज्ञानिक प्रतीकार

2. Sustainable Management शाश्वत व्यवस्थापन

3. Fredrick Taylor फ्रेडरिक टेलर

4. General Manager महाव्यवस्थापक

Group 2

a. Judicious use of Natural Resources नैसर्गिक संसाधनांचा विवेकपूर्ण वापर

b. Top Management वरिष्ठ व्यवस्थापन

c. Fear of the unknown अज्ञाताची भीती

d. Scientific Management शास्त्रीय व्यवस्थापन

- A. 1. - C, 2. - A, 3. - D, 4. - B
B. 1. - A, 2. - D, 3. - C, 4. - B
C. 1. - D, 2. - A, 3. - B, 4. - C
D. 1. - A, 2. - C, 3. - C, 4. - B

C. State True or False. चूक कि बरोबर सांगा.

[4]

1. Hospitality management is a comprehensive and complex sector.

आदरातिथ्य व्यवस्थापन हे एक व्यापक आणि गुंतागुंतीचे क्षेत्र आहे.

2. The concept of Sustainable management is only related to business.

शाश्वत व्यवस्थापन ही संकल्पना फक्त व्यवसायाशी निगडित आहे.

- A. False, चूक 2. True, बरोबर
B. True, बरोबर 2. False, चूक
C. True, बरोबर 2. True, बरोबर
D. False, चूक 2. False, चूक

Q2) Write short note (Any Four out of Six) टिपा लिहा. (सहापैकी कोणत्याही चार)

[20]

a. Management व्यवस्थापन

b. Middle Management मध्यम व्यवस्थापन



- c. Motion Study
गती अभ्यास
- d. Hawthorne Experiments
हॅथोर्न प्रयोग
- e. Need of change
बदलाची आवश्यकता
- f. Concept of crisis management
संकट व्यवस्थापन संकल्पना

Q3) Write answer in short (Any Four out of Six) थोडक्यात उत्तरे लिहा. (सहापैकी कोणतीही चार) [20]

- a. Explain the benefits of sustainable management.
शाश्वत व्यवस्थापनाचे फायदे स्पष्ट करा.
- b. Explain any three causes of crisis.
संकटाची कोणतीही तीन कारणे विशद करा.
- c. Explain the scope of hospitality industry.
आदरातिथ्य उद्योगाची व्याप्ती स्पष्ट करा.
- d. Explain the reasons for resistance to change.
बदलाच्या प्रतिकाराची कारणे स्पष्ट करा.
- e. What is human relation approach?
मानवी संबंध दृष्टीकोन म्हणजे काय ?
- f. Explain functional areas of management.
व्यवस्थापनाची कार्यात्मक क्षेत्रे स्पष्ट करा.

Q4) Long answer question (Any Two out of Four) दीर्घोत्तरी प्रश्न. (चारपैकी कोणतीही दोन) [20]

- a. What is management? Explain the characteristics of management. [10]
व्यवस्थापन म्हणजे काय ? व्यवस्थापनाची वैशिष्ट्ये स्पष्ट करा.
- b. Explain any five principles of management given by Henry Fayol. [10]
हेनरी फेयॉल यांनी सांगितलेली कोणतीही पाच व्यवस्थापनाची तत्वे विषद करा.
- c. Explain five characteristics of Hospitality Management. [10]
आदरातिथ्य व्यवस्थापनाची पाच वैशिष्ट्ये स्पष्ट करा.
- d. What is sustainable management? Explain its different dimensions. [10]
शाश्वत व्यवस्थापन म्हणजे काय ? त्याची विविध परिमाणे स्पष्ट करा.

* * *

883139

Seat No. _____

B.com I Sem I

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Administration Paper I (Principles Of Management)****Sub. Code: 106715****Day and Date: APRIL ,25-04-2025****Time: 02:30 PM To 05:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80****Q1) A. Multiple choice Question (6 Question 4 alternative)रिकाग्या जागी योग्य पर्याय****[12]****i. Mayo has formulated the theory.....**

मेयो यांनी -----सिद्धांत मांडलेला आहे.

- A. Scientific management
शास्त्रीय व्यवस्थापन
- B. Human relations
मानवी संबंध
- C. Modern labor establishment
आधुनिक श्रमस्थापन
- D. Conventional
परंपरागत

ii. Management is the action.

व्यवस्थापन ही.....क्रिया आहे.

- A. Economic
आर्थिक
- B. Collective
सामूहिक
- C. Individual
वैयक्तिक
- D. Social
सामाजिक

iii. The main responsibility of..... management is to deliver on business objectives.

व्यवसायाची उद्दिष्टे सादर करणे ही.....व्यवस्थापनाची मुख्य जबाबदारी आहे.

- A. Top
उच्च
- B. Middle
मध्यम
- C. Lower
कनिष्ठ
- D. Business
व्यवसाय

iv. In motion studies, the of actions is studied.
गती अभ्यासामध्ये क्रियांच्या..... अभ्यास केला जातो.



- A. Time
वेळेचा
- B. Movement
हालचालीचा
- C. Fatigue
थकव्याचा
- D. Technology
तंत्रज्ञानाचा

v. The concept of management by objectives was introduced by.....
उद्दिष्टाद्वारे व्यवस्थापन ही संकल्पना..... यांनी मांडली.

- A. Mayo
मेयो
- B. Peter Drucker
पीटर ड्रकर
- C. C.K. Praladh
सी के प्रल्हाद
- D. Follett
फॉलेट

vi. A hospitality manager needs to have..... skills.
आदरातिथ्य व्यवस्थापकाकडे..... कौशल्ये असावे लागतात.

- A. प्रभावी संप्रेषण
Effective Communication
- B. Customer Service
ग्राहक सेवा
- C. Leadership
नेतृत्व
- D. All of the above
वरील सर्व

B. Match the Pairs योग्य जोड्या जुळवा

Group 1

1. हॅथॉर्नप्रयोग The Hawthorne Experiment
2. आर्थिक संकटे Financial crisis
3. अधीक्षक Superintendent
4. व्यवसाय Business

Group 2

- a. आर्थिक क्रिया economic activity
- b. कनिष्ठ व्यवस्थापन lower management
- c. महागाई Inflation
- d. वेस्टर्न इलेक्ट्रिक कंपनी western electric company

- A. 1-A, 2-B, 3-C, D-4
- B. 1-D, 2-C, 3-B, 4-A

[4]



QP-4475

C. 1-D, 2-A, 3-B, 4-C

D. 1-D, 2-B, 3-C, 4-A

C. 1. Policy making is the function of middle management. [4]

धोरण ठरवणे हे मध्यम व्यवस्थापनाचे कार्य होय.

2. Sustainable management ensures long-term sustainability.

शाश्वत व्यवस्थापनामुळे दीर्घकालीन शाश्वतीची हमी मिळते.

A. 1. True बरोबर 2. True बरोबर

B. 1.False चूक 2.False चूक

C. 1.False चूक 2.True बरोबर

D. 1.True बरोबर 2.False चूक

Q2) Write short note (any four out of six) [20]

a. Explain the roles of a manager. [5]

व्यवस्थापकाच्या भूमिका स्पष्ट करा.

b. Explain the benefits of sustainable management [5]

शाश्वत व्यवस्थापनाचे फायदे स्पष्ट करा

c. Motion studies [5]

गती अभ्यास

d. Hospitality Management [5]

आदारातिथ्य व्यवस्थापन

e. Lower Management [5]

कनिष्ठ व्यवस्थापन

f. Need for change [5]

बदलाची आवश्यकता

Q3) Write answer in short (any four out of six)थोडक्यात उत्तरे लिहा (सहा पैकी कोणतेही चार) [20]

a. Explain the level of middle management. [5]

मध्यम व्यवस्थापनाची पातळी विशद करा.

b. Explain the characteristics of sustainable management. [5]

शाश्वत व्यवस्थापनाची वैशिष्ट्ये स्पष्ट करा.

c. Explain the reasons for resistance to change. [5]

बदलाच्या प्रतिकाराची कारणे स्पष्ट करा.

d. Explain the principles of rights and responsibilities. [5]

अधिकार व जबाबदारीचे तत्त्व स्पष्ट करा.

- e. Explain the Hawthorne experiment. [5]
हॅथॉर्न प्रयोग स्पष्ट करा
- f. Explain the types of crises. [5]
संकटाचे प्रकार स्पष्ट करा.
- Q4)** Long answer question (any Two out of Four) दीर्घोत्तरी प्रश्न (चार पैकी कोणतेही दोन) [20]
- a. What is management? Explain the need of management. [10]
व्यवस्थापन म्हणजे काय व व्यवस्थापनाची आवश्यकता स्पष्ट करा.
- b. Explain the elements required for management by objectives. [10]
उद्दिष्टाद्वारे व्यवस्थापनासाठी आवश्यक असणारे घटक स्पष्ट करा.
- c. Explain the Henry Fayal's principles of management. [10]
हेनरी फेयाल यांची व्यवस्थापनाची तत्वे स्पष्ट करा.
- d. What is crisis management? Explain the steps in a crisis management plan. [10]
संकट व्यवस्थापन म्हणजे काय व संकट व्यवस्थापन योजनेतील टप्पे स्पष्ट करा

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce ((106715) Business Administration Paper I (Principles Part 1 SEM 1
NEP 2.0) Of Management)





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Total No. of Pages : 4

Seat No.

OCT_NOV_2024 WINTER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0) B.com 7 sem ID

Sub. Name: Financial Literacy Sem I

Sub. Code: 92296

Day and Date: DECEMBER ,15-12-2024

Total Marks: 50

Time: 10:30 AM To 12:00 PM

Instructions: 1. All questions are compulsory

Q1) Solve following MCQ.

[50]

- i. ----- is the source of income for banks/----- हा बँकेच्या उत्पन्नाचा मार्ग आहे.
A. Fee and Commission/ फी आणि कमिशन
B. Sales/ विक्री
C. Marketing/ मार्केटिंग
D. All of the Above/ वरील सर्व
- ii. In 1955-----was converted to State Bank of India./ १९५५ मध्ये ----- स्टेट बँक इंडिया रुपांतर झाले .
A. Imperial Bank/इम्पेरियल बँक
B. Bank of Punjab/बँक ऑफ पंजाब
C. Bank of Madras/ बँक ऑफ मद्रास
D. Bank of Bombay/बँक ऑफ बॉम्बे
- iii. ----- is not instrument of fund transfer./पुढील पैकी कोणते निधी हस्तांतर करण्याचे साधन नाही.
A. N.E.F.T. /एन. ई. एफ. टी.
B. R. T. G. S./आर. टी. जी. एस.
C. I. M. P. S./आय. एम. पी. एस
D. Credit Card/क्रेडिट कार्ड
- iv. 'Short Term period' means a period of/अल्प मुदत म्हणजे ----- कालावधी.
A. 1 Year/१ वर्ष
B. 3 Years/३ वर्ष
C. 5Years/ ५ वर्ष
D. More than 365 days/३६५ दिवसांपेक्षा अधिक
- v. In-----account there is no limitation for withdrawal and deposit of cash./----- खात्यात रक्कम जमा करणे किंवा खात्यातून पैसे काढण्यासाठी कोणत्याही मर्यादा नसतात.
A. Saving/बचत
B. Current/चालू
C. Recurring/आवर्ती
D. Fixed/मुदत



- vi. A. T. M. stand for-----/ए. टी. एम. चे दीर्घ स्वरूप ----- आहे.
 A. Automated Teller Machine
 B. Automatic Teller Machine
 C. Automatic Transaction Machine
 D. Advance Teller-Machine
- vii. Who can open bank account? बँक खाते कोण उघडू शकतो ?
 A. Indian citizen/भारतीय नागरिक
 B. Non Resident Indian/अनिवासी भारतीय
 C. Illiterate/निरीक्षर
 D. All of above/वरील सर्व
- viii. ATM can be used for -----/ए. टी. एम. ----- साठी वापरता येईल.
 A. Cash withdrawal/रोख पैसे काढण्यासाठी
 B. Account enquiry/ खात्याची चौकशी करण्यासाठी
 C. Seeing statement of account/ खात्याचे विवरण पाहण्यासाठी
 D. All of above/ वरील सर्व
- ix. What is meant by Aadhaar seeding?/आधार सीडींग म्हणजे काय ?
 A. Linking of Aadhaar with Bank account/ बँक खात्याशी आधार संलग्नित करणे
 B. Duplicate issuance of Aadhaar/ आधाराची दुबार प्रत जारी करणे
 C. Transfer of Aadhaar/ आधाराचे हस्तांतरण
 D. None of above/ वरीलपैकी नाही
- x. What is Atal Pension Yojana (APY)?/ अटल पेन्शन योजना म्हणजे काय ?
 A. Provides social security to the unorganized sector/असंघटित क्षेत्राला सामाजिक सुरक्षा प्रधान करणे
 B. Encourages workers to voluntarily save for their retirement/ कामगारांना त्यांच्या सेवा निवृत्तीसाठी स्वेच्छेने बचत करण्यास मदत करते
 C. Fixed pension is paid on attaining age of 60 years/ वयाची ६० वर्ष पूर्ण झाल्यावर निश्चित पेन्शन मिळणे
 D. All of above/ वरील सर्व
- xi. What is electronic representation of cash?/ रोखीचे इलेक्ट्रॉनिक प्रतिनिधित्व काय आहे ?
 A. E-Cash/ ई-कॅश
 B. Electronic cash/ इलेक्ट्रॉनिक रोख
 C. Digital Cash/ डिजिटल रोख
 D. All of these/वरील सर्व
- xii. Banks pays interest on -----/बँका वर व्याज देतात.
 A. Deposits/ठेवी
 B. Loans/कर्जावर
 C. Both (a) & (b)/ दोन्ही अ आणि ब
 D. None of above/ यापैकी नाही
- xiii. What is RuPay Debit Card? रुपये डेबिट कार्ड म्हणजे काय ?

- A. Domestic debit card/ डोमेस्टिक डेबिट कार्ड
 B. Accepted at all ATMs & PoS machines/
 सर्व ए टी एम व पीओएस वर स्वीकारले जाते
 C. Introduced by National Payments Corporation of India/
 नॅशनल पेमेन्ट कोर्पोरेशन ऑफ इंडिया ने जारी केले
 D. All of the above/ वरील सर्व
- xiv. Currency notes are issued by.../----- द्वारे चलनी नोटा जारी केल्या जातात.
 A. RBI/ आर. बी. आय
 B. NABARD/ नाबार्ड
 C. Public sector banks/ सार्वजनिक क्षेत्रातील बँका
 D. Central Government/ केंद्र सरकार
- xv. Coins are issued by/ चलनातील नाणी ----- द्वारा जारी केल्या जातात.
 A. Government of India/ भारत सरकार
 B. NABARD/ नाबार्ड
 C. Public sector banks/ सार्वजनिक क्षेत्रातील बँका
 D. State Bank of India/ स्टेट बँक ऑफ इंडिया
- xvi. We should keep our savings with banks because/
 आपण आपली बचत बँकेत ठेवली पाहिजे कारण-----.
 A. For safety/सुरक्षेसाठी
 B. Earns interest/ व्याज मिळवण्यासाठी
 C. Can be withdrawn anytime/ कधीही काढता येते
 D. All of above/ वरील सर्व
- xvii. Rupee note is signed by-----/ नोटांवर ----- यांची स्वाक्षरी असते.
 A. Prime Minister/पंतप्रधान
 B. Finance Minister/अर्थमंत्री
 C. RBI Governor/गव्हर्नर
 D. None of above/राष्ट्रपती
- xviii. Long form of KYC -----/ के. वाय. सी. चे दीर्घ स्वरूप -----
 A. Know your customer
 B. Know your character
 C. Both (a) & (b)/ दोन्ही अ आणि ब
 D. None of above/ यापैकी नाही
- xix. Now a days ----- Nationalised banks in country./
 सध्यादेशातील राष्ट्रीयकृत बँकांची संख्या -----एवढी आहे.
 A. 13/१३
 B. 21/२१
 C. 12/१२
 D. 06/०६
- xx. Bank provides loans for-----/ बँक पुढीलपैकी कोणत्या कारणासाठी कर्ज देते ?





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- A. Home/गृह
- B. Car/कार
- C. Education/शिक्षण
- D. All of above/ वरील सर्व

xxi. Legal instrument of exchange in economy is-----/
अर्थव्यवस्थेतील विनिमयाचे कायदेशीर साधन म्हणजे -----.

- A. Comodity/ वस्तू
- B. Money/ पैसा
- C. Service/ सेवा
- D. Debenture/ कर्जरोखा

xxii. ----- is working as loan evaluator in India./ भारतात कर्ज मूल्यांकन संस्था म्हणून -----
-- काम करते.

- A. CIBIL/सिबिल
- B. CARE/ केअर
- C. ICRA/ इकरा
- D. CRISIL/क्रिसिल

xxiii. Who is the present Governor of RBI? आर. बी. आय. चे सध्याचे गव्हर्नर कोण आहेत ?

- A. K.C. Chakrabarty/के. सि. चक्रवर्ती
- B. D. K. Mittal/डी. के. मित्तल
- C. Raghuram Rajan/रघुराम राजन
- D. Shaktikant Das/शक्तिकांत दास

xxiv. From year -----NEFT facility available through electronic mode./ -----
वर्षापासून इलेक्ट्रॉनिक एन. एफ. टी. मोडद्वारे सुविधा उपलब्ध.

- A. 2005/२००५
- B. 2006/२००६
- C. 2007/२००७
- D. 2008/२००८

xxv. ----- currency is the currency which is made by using Block Chain
Technology----- हे चलन ब्लॉकचेन तंत्रज्ञान वापरून बनवले जाते.

- A. Coin/ नाणे
- B. Crypto/ क्रिप्टो
- C. Illegal/ बेकायदेशीर
- D. Legal/ कायदेशीर

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

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सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (7822) Bachelor of Commerce (NEP20) (92296) Financial Literacy Part 2 SEM 3

Seat No. **MAR-APR 2025 SUMMER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Economics Paper-I****Sub. Code: 106677** B.com. I. Sem. I**Day and Date: APRIL ,24-04-2025****Total Marks: 80****Time: 02:30 PM To 05:30 PM**

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

Q1) A. बहुपर्यायी प्रश्न Multiple Choice Question:**[12]**

i. उद्योगसंस्थेचे हे मूळ उद्दिष्ट आहे .

..... is the basic objective of Business Firm.

- A. दीर्घकाळ अस्तित्व
Long term existence
- B. बाजारात नाव लौकीक
Reputation in the market
- C. वित्तीय स्थैर्य
Financial stability
- D. नफा महत्तमीकरण
Profit Maximization

ii. मागणीचा अंदाज वर्तविण्याच्या ह्या पद्धती आहेत.

..... are the methods of demand forecasting.

- A. बाजार सर्वेक्षणपद्धती
Market Survey Method
- B. नमुना निवड पद्धती
Sample Survey Method
- C. बाजार प्रयोगपद्धती
Market Experiment Method
- D. वरील सर्व
All above

iii. आदानाचे प्रदानात रूपांतर करणे म्हणजे होय

Converting input into output means

- A. उपयोगिता
utility
- B. वेतन
Wages
- C. उत्पादन
Production
- D. किंमत
Price

iv. वास्तव खर्चाची संकल्पना यांनी मांडली.

Concept of Real Cost presented by.....



- A. मार्शल
Marshall
- B. रिकार्डो
Ricardo
- C. केन्स
Keynes
- D. माल्थस
Malthus

v. मागणीच्या नियमाची मांडणी यांनी केली .

The law of demand was formulated by

- A. केन्स
Keynes
- B. रिकार्डो
Ricardo
- C. माल्थस
Malthus
- D. मार्शल
Marshall

vi. आर्थिक सिद्धांत व पद्धती यांचा प्रत्यक्ष व्यवसायात वापर करणारे शास्त्र म्हणजे..... होय .

The science of applying economic theory and methods to actual business is.....

- A. व्यावसायिक अर्थशास्त्र
Business Economics
- B. International Economics
आंतरराष्ट्रीय अर्थशास्त्र
- C. कृषी अर्थशास्त्र
Agricultural Economics
- D. यापैकी नाही
None of these

B. जोड्या जुळवा Match the pairs

Group 1

1. सूक्ष्म अर्थशास्त्र Micro Economics
2. मागणीची लवचिकता Elasticity of Demand
3. मोठी यंत्रे Large machines
4. शेवटच्या नगापासून मिळणारी प्राप्ती Income from the last unit

Group 2

- a. अंतर्गत बचती internal Economies
- b. सीमांत प्राप्ती Marginal Revenue
- c. डॉ. मार्शल Dr. Marshall
- d. व्यक्तीनिष्ठ अर्थशास्त्र Individualistic Economics

A. 1 - B, 2 - D, 3 - C, 4 - A

[4]



- B. 1 - D, 2 - C, 3 - A, 4 - B
 C. 1 - B, 2 - C, 3 - A, 4 - D
 D. 1 - B, 2 - C, 3 - D, 4 - A

C. खालील

दोन [4]

विधानापैकी कोणते विधान चूक व कोणते विधान बरोबर आहे ते दिलेल्या पर्यायातून निवडा. (Answering true and False)

विधान 1 - शेवटच्या नगाच्या विक्रीपासून जे उत्पन्न मिळते त्यास 'सीमांत प्राप्ती' असे म्हणतात.

विधान 2 - संधी खर्चालाच वैकल्पिक खर्च असे म्हणतात

Statement 1 - The revenue generated from the sale of the last unit is called 'marginal revenue'.

Statement 2 - Opportunity cost is called alternative cost.

- A. वरील दोन्ही विधाने बरोबर आहेत. Both the above statements are correct.
 B. वरील दोन्ही विधाने चूक आहेत. Both the above statements are false.
 C. विधान एक बरोबर आणि विधान दोन चूक आहे. Statement 1 is correct and statement 2 is incorrect.
 D. विधान एक चूक आणि विधान दोन बरोबर आहे. Statement 1 is incorrect and statement 2 is correct.

Q2) टिपा लिहा (सहा पैकी कोणत्याही चार) Write short notes (any Four out of Six)

[20]

- a. उद्योग संस्थेची उपउद्दिष्टे
Sub-objectives of Business Firm
- b. उत्पादन फलन
Production Function
- c. व्यावसायिक अर्थशास्त्राचे महत्त्व
Importance of Business Economics
- d. ग्राहक सर्वेक्षण पद्धती
Customer survey methods
- e. बहिर्गत बचती
External Economies
- f. पैशातील खर्च
Money Cost

Q3) खालील प्रश्नांची उत्तरे थोडक्यात लिहा. (सहा पैकी कोणतेही चार)
Answer the following question. (Any Four out of Six)

[20]

- a. व्यावसायिक अर्थशास्त्राची वैशिष्ट्ये सांगा.
State the characteristics of business economics.

- b. सूक्ष्म अर्थशास्त्र व स्थूल अर्थशास्त्र यातील फरक स्पष्ट करा.
Explain the difference between Microeconomics and Macroeconomics
- c. उत्पादन खर्चाचे विविध प्रकार सांगा.
State the different types of production costs
- d. मागणी पुर्वानुमानाचे महत्त्व स्पष्ट करा.
Explain the importance of demand forecasting.
- e. स्थिर व बदलती आदाने या संकल्पना स्पष्ट करा.
Explain the concepts of fixed and variable inputs.
- f. वास्तव खर्च व संधी खर्च संकल्पना स्पष्ट करा.
Explain the concept of real cost and opportunity cost.



Q4) खालील प्रश्नांची उत्तरे लिहा (चार पैकी कोणतेही दोन) Answer the following questions. [20]
(Any Two out of Four)

- a. व्यावसायिक अर्थशास्त्र म्हणजे काय ते सांगून व्यावसायिक अर्थशास्त्राची व्याप्ती व स्वरूप स्पष्ट करा .
What is Business Economics? Explain the scope and nature of Business Economics.
- b. बदलत्या प्रमाणाचा नियम थोडक्यात स्पष्ट करा.
Explain the law of variable proportion.
- c. मागणीचा सिद्धांत स्पष्ट करून मागणी सिद्धांताचे अपवाद विशद करा .
Explain the theory of demand and explain the exceptions to the theory of demand.
- d. दीर्घकालीन खर्च वक्राचे विश्लेषण करा.
Analyze the Long-run cost curve.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

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सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0) (106677) Business Economics Paper-I Part 1 SEM 1

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0) B.com. I. Sem. I****Sub. Name: Business Economics Paper-I****Sub. Code: 106677****Day and Date: NOVEMBER ,27-11-2024****Time: 10:30 AM To 01:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80****Q1) A. Multiple Choice Questions बहुपर्यायी प्रश्न: [12]**

- i. The main objective of the researcher who conducts _____ surveys is to make sure that all members of the population have been surveyed.

सर्व घटकांचे सर्वेक्षण केले गेले आहे याची खात्री करणे हे _____ सर्वेक्षण करणाऱ्या संशोधकांचे मुख्य उद्दिष्ट आहे.

- A. census
जनगणना
B. sample
नमुना
C. both
वरील दोन्ही
D. none of these
वरीलपैकी नाही

- ii. Forecasting of demand is very essential in the following business decision making:

खालीलपैकी कोणते व्यावसायिक निर्णय घेताना मागणीचे पूर्वानुमान करणे अत्यंत आवश्यक आहे ?

- A. inventory management
साठा व्यवस्थापन
B. stability
स्थैर्यता
C. policy making
धोरणात्मक निर्णय
D. all the above
वरील सर्व

- iii. Law of demand denotes the relationship between the change in _____ and changes in demand.

मागणीचा नियम हा _____ मधील बदल आणि मागणीतील बदल यांच्यातील संबंध दर्शवितो.

- A. Supply
पुरवठा
B. price
किंमती
C. inputs

आदाने
D. output
उत्पादन



QP-968

iv. Which of the following is NOT a factor of production?

खालीलपैकी कोणता उत्पादनाचा घटक नाही ?

- A. capital
भांडवल
- B. raw materials
कच्चा माल
- C. money
पैसा
- D. labour
श्रम

v. Law of returns to scale is applicable for _____ run period.

प्रमाण प्रत्ययाचा नियम _____ काळासाठी लागू आहे.

- A. short
अल्प
- B. very short
अत्यल्प
- C. long
दीर्घ
- D. very long
अति दीर्घ

vi. Internal economies is / are _____.

_____ हे / या प्रमाणाच्या अंतर्गत बचती आहेत ?

- A. technical economies
तांत्रिक बचती
- B. managerial economies
व्यवस्थापकीय बचती
- C. marketing economies
विपणन बचती
- D. all the above
वरील सर्व

B. Match the following: खालील जोड्या जुळवा:

[4]

Group 1

1. Total Revenue एकूण प्राप्ती

2. Average Revenue सरासरी प्राप्ती

Group 2

a. Total Revenue / Quantity Sold एकूण प्राप्ती / विकलेल्या नगांची संख्या

b. Multiplication of Price and Quantity Sold किंमत आणि विक्री केलेल्या नगांची संख्या यांचा गुणाकार

[2]

P.T.O.



3. Marginal Revenue सीमांत प्राप्ती

4. $AR > MR$ सरासरी प्राप्ती > सीमांत प्राप्ती

c. Revenue curves in imperfect competitive market अपूर्ण स्पर्धा बाजारातील प्राप्तीचे वक्र

d. Change in Total Revenue / Change in quantity sold एकूण प्राप्तीतील बदल / विक्री केलेल्या नगांच्या संख्येतील बदल

- A. 1 - a, 2 - b, 3 - c, 4 - d
- B. 1 - d, 2 - c, 3 - b, 4 - a
- C. 1 - a, 2 - c, 3 - b, 4 - d
- D. 1 - b, 2 - a, 3 - d, 4 - c

C. Statement 1: Business Economics uses economic theory and quantitative methods. [4]

Statement 2: Business economics is an applied science.

विधान 1: व्यावसायिक अर्थशास्त्रामध्ये आर्थिक तत्त्वे आणि संख्याशास्त्रीय पद्धतींचा वापर होतो.

विधान 2: व्यावसायिक अर्थशास्त्र हे एक उपयोजित शास्त्र आहे.

- A. Both the statements are correct. दोन्ही विधाने बरोबर आहेत.
- B. Both the statements are incorrect. दोन्ही विधाने चुकीची आहेत.
- C. Statement 1 is correct and statement 2 is incorrect. पहिले विधान बरोबर आहे आणि दुसरे विधान चुकीचे आहे.
- D. Statement 1 is incorrect and statement 2 is correct. पहिले विधान चुकीचे आहे आणि दुसरे विधान बरोबर आहे.

Q2) Write short notes (any four out of six) टीपा लिहा (सहापैकी कोणत्याही चार) [20]

- a. Meaning of business economics [5]
व्यावसायिक अर्थशास्त्राचा अर्थ
- b. Importance of business economics [5]
व्यावसायिक अर्थशास्त्राचे महत्त्व
- c. Demand function [5]
मागणी फलन
- d. Internal diseconomies of scale [5]
प्रमाणाच्या अंतर्गत बेबचती
- e. Meaning of production cost [5]
उत्पादन खर्चाचा अर्थ

- f. Short run average cost curve
अल्पकालीन सरासरी खर्च वक्र



Q3) Answer the following questions (any four out of six):
खालील प्रश्नांची उत्तरे लिहा (सहापैकी कोणतेही चार):

[20]

- a. Explain the nature of business economics.
व्यावसायिक अर्थशास्त्राचे स्वरूप स्पष्ट करा. [5]
- b. State the importance of elasticity of demand.
मागणीच्या लवचिकतेचे महत्त्व सांगा. [5]
- c. State the significance of demand forecasting in business decision making.
व्यावसायिक निर्णय प्रक्रियेतील मागणीच्या अनुमानाचे महत्त्व सांगा. [5]
- d. Explain the features of production function.
उत्पादन फलनाची वैशिष्ट्ये स्पष्ट करा. [5]
- e. State the law of variable proportions.
बदलत्या प्रमाणाचा नियम सांगा. [5]
- f. What are the types of revenue?
प्राप्तीचे प्रकार कोणते आहेत ? [5]

Q4) Answer the following questions (any two out of four):
खालील प्रश्नांची उत्तरे लिहा (चारपैकी कोणतेही दोन)

[20]

- a. Discuss the various objectives of business firm.
व्यावसायिक उद्योग संस्थेच्या विविध उद्दिष्टांची चर्चा करा. [10]
- b. Explain the important determinants of demand.
मागणीचे निर्धारक घटक स्पष्ट करा. [10]
- c. What are the internal and external economies of scale?
प्रमाणाच्या अंतर्गत आणि बहिर्गत बचती कोणत्या आहेत ? [10]
- d. Explain the cost - output relationship in the long run.
दीर्घकालीन खर्च- उत्पादन संबंध स्पष्ट करा. [10]

* * *

Seat No. _____

OCT_NOV_2024 WINTER EXAMINATION

11851 Other Elective (All Faculty)

B-com-I Sem-I

Sub. Name: Natural Disaster Management

Sub. Code: 107250

Day and Date: DECEMBER ,15-12-2024

Total Marks: 40

Time: 02.30 PM To 04:00 PM

- Instructions: 1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks



Q1) Choose the correct alternative for the following questions. खालील प्रश्नांसाठी दिलेल्या [10]
 पर्यायातून योग्य पर्याय निवडा.

- i. Which type of disaster flood is?
 महापूर कोणत्या प्रकारची आपत्ती आहे ?
 A. Floral वनस्पतीजन्य
 B. Faunal प्राणीजन्य
 C. Geological भूगर्भशास्त्रीय
 D. Atmospheric वातावरणीय
- ii. Which unit is used to measure the intensity of earthquake?
 भूकंपाची तीव्रता कोणत्या एककात मोजली जाते ?
 A. Richter scale रिक्टर स्केल
 B. Centimetre सेंटीमीटर
 C. Millibar मिलिबार
 D. Inch इंच
- iii. Which of the following is not natural disaster?
 खालीलपैकी कोणती नैसर्गिक आपत्ती नाही ?
 A. Flood महापूर
 B. Drought दुष्काळ
 C. Cyclone वादळ
 D. Accident अपघात

iv. Match the following with four alternatives.

1. Earthquake	A) Floral
2. Cyclone	B) Geological
3. Forest Fire	C) Faunal
4. Insect	D) Atmospheric

जोडया जुळवून खालीलपैकी योग्य पर्याय निवडा.

१. भूकंप	अ) वनस्पतीजन्य
२. वादळ	ब) भूगर्भशास्त्रीय
३. वणवा	क) प्राणीजन्य

४. कीटक

ड) वातावरणीय

- A. 1 -A, 2- B , 3 - C , 4-D
१ -अ, २ - ब, ३ - क, ४ - ड
- B. 1 -B, 2- C , 3 - A , 4-D
१ -ब , २ -क, ३ -अ , ४ - ड
- C. 1 -D, 2- C , 3 - A , 4-B
१ -ड , २ - क, ३ - अ , ४ -ब
- D. 1 -B, 2- D , 3 - A , 4- C
१ -ब , २ - ड, ३ - अ , ४ -क



v.

Statement A. Disasters are natural and man-made.

विधान अ . आपत्ती ह्या नैसर्गिक आणि मानव निर्मित आहेत.

Statement B. Disaster management is done through systematic planning.

विधान ब . आपत्ती व्यवस्थापन हे योजनाबद्ध पद्धतीने करता येते.

- A. Statement A True, Statement B False विधान अ बरोबर, विधान ब चूक
- B. Statement A and Statement B False विधान अ आणि विधान ब चूक
- C. Statement A and Statement B True विधान अ आणि विधान ब बरोबर
- D. Statement A False, Statement B True विधान अ चूक , विधान ब बरोबर

Q2) Write Short Notes (Any Two) टीपा लिहा (कोणत्याही दोन)

[10]

- a. Classification of disaster आपत्तीचे वर्गीकरण
- b. Contemporary natural disaster समकालीन नैसर्गिक आपत्ती
- c. Stages of disaster management आपत्ती व्यवस्थापनातील टप्पे
- d. Function of National Disaster Response Force (NDRF) राष्ट्रीय आपत्ती प्रतिसाद दलाचे कार्य

Q3) Write answers in detail. (Any Two) सविस्तर उत्तरे लिहा. (कोणतेही दोन)

[20]

- a. What is natural disaster? Explain the various types of geomorphological disasters.
नैसर्गिक आपत्ती म्हणजे काय ? भूशास्त्रीय आपत्तीचे विविध प्रकार स्पष्ट करा.
- b. Describe the causes, effects and preventive measures of flood disaster.
महापूर आपत्तीची कारणे, परिणाम, आणि प्रतिबंधात्मक उपाय स्पष्ट करा.
- c. Explain the risk assessment methods of disaster.
आपत्ती धोक्याचे मूल्यमापन करण्याच्या पद्धती स्पष्ट करा.
- d. Explain the hazard mitigation and prevention strategies.
धोका शमन आणि प्रतिबंध करणेची धोरणे स्पष्ट करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.



- 1] (11851) Other Elective (All Faculty) (107250) Natural Disaster Management Part 1 SEM 1



Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0) B.com. I Semi****Sub. Name: Business Studies Paper I (Fundamentals Of Business)****Sub. Code: 106716****Day and Date: NOVEMBER ,29-11-2024****Total Marks: 80****Time: 10:30 AM To 01:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****[12]****Q1) A.** Choose the correct alternative. योग्य पर्याय निवडा.

i. ----- is a link between wholesaler and consumer.

----- हा घाऊक व्यापारी व ग्राहकामधील दुवा आहे.

A. Manufacturer

उत्पादक

B. Agent

अभिकर्ता

C. Retailer

किरकोळ व्यापारी

D. Transporter

वाहतूकदार

ii. Minimum ----- members are necessary to form a public company.

सार्वजनिक कंपनीच्या स्थापनेसाठी किमान ----- सभासद आवश्यक असतात.

A. 10

१०

B. 5

५

C. 8

८

D. 7

७

iii. ----- is not to be mentioned in business plan.

व्यवसाय योजनेत ----- नमूद करावे लागत नाही.

A. Executive summary

कार्यकारी सारांश

B. Proprietors habits.

मालकाच्या सवयी

C. Business Description

व्यवसाय वर्णन

D. Market Potential

बाजारपेठ संभाव्यता

iv. ----- should be mentioned in project report.

प्रकल्प अहवालात ----- माहिती नमूद करावी लागते .

- A. 5 years projected annual sales
५ वर्षांची संभाव्य वार्षिक विक्री
- B. Family details
कौटुंबिक माहिती
- C. Entrepreneurs health details
उद्योजकाचा आरोग्यविषयक तपशील
- D. Entrepreneurs friends circle.
उद्योजकाचा मित्र परिवार



v. Concept of Incubation is beneficial to -----

इनक्युबेशन ही संकल्पना ----- साठी फायदेशीर आहे.

- A. Successful industry
यशस्वी उद्योग
- B. Old industry
जुना उद्योग
- C. Sick industry
आजारी उद्योग
- D. Emerging industry
उदयोन्मुख उद्योग

vi. The relations between franchiser and franchisee are-----

फ्रँचायझर व फ्रँचायझी यांच्यातील संबंध ----- प्रकारचे असतात.

- A. Emotional
भावनात्मक
- B. Friendly
मित्रत्वाचे
- C. Contractual
करारात्मक
- D. Competitive
स्पर्धात्मक

B. Match the following pairs. जोड्या जुळवा

[4]

Group 1

- 1. Startup स्टार्टअप
- 2. Agriculture शेती
- 3. Partnership firm भागीदारी संस्था
- 4. Source of business idea व्यवसाय कल्पनेचा मार्ग

Group 2

- a. voluntary registration ऐच्छिक नोंदणी
- b. Innovation नवकल्पना
- c. Identifying customer's need ग्राहकांच्या गरजा ओळखणे
- d. Primary industry प्राथमिक उद्योग

- A. 1-c, 2-b, 3-c, 4-a
- B. 1-a, 2-c, 3-b, 4-b
- C. 1-d, 2-a, 3-d, 4-d

D. 1-b, 2-d, 3-a, 4-c

C. State True or false. बरोबर की चूक सांगा.

[4]

1. Registration of a company is not compulsory. कंपनीची नोंदणी सक्तीची नाही.
2. Retailing is internal trade. किरकोळ व्यापार हा अंतर्गत व्यापार आहे.

A. 1-Wrong, 2- Right. १ - चूक , २ - बरोबर

B. 1-Right, 2-Right. १ - बरोबर , २ - बरोबर

C. 1-Wrong, 2-Wrong. १ - चूक , २ - चूक

D. 1-Right, 2-Wrong. १ - बरोबर , २ - चूक



Q2) Write short note (Any four out of six) टीपा द्या (सहापैकी कोणत्याही चार)

[20]

- a. Nature of Risk जोखमीचे स्वरूप [5]
- b. Advantages of Limited Liability Partnership मर्यादित जबाबदारी भागीदारीचे फायदे [5]
- c. Disadvantages of Sole proprietorship. एकल व्यापारी संस्थेचे दोष [5]
- d. Advantages of City location of an industry. उपक्रमाच्या शहरी स्थानाचे फायदे. [5]
- e. International Trade. आंतरराष्ट्रीय व्यापार. [5]
- f. Qualities of Startup. स्टार्टअपचे गुण [5]

Q3) Answer the following (Any four out of six) थोडक्यात उत्तरे द्या (सहापैकी कोणतीही चार)

[20]

- a. What the motives behind starting a business? व्यवसाय सुरु करण्यापाठीमागे कोणत्या प्रेरणा असतात ? [5]
- b. What the different types of a company according to liability of shareholders? भागधारकांच्या जबाबदारीनुसार कंपनीचे विविध प्रकार कोणते आहेत ? [5]
- c. What are the factors influencing choice of form of an organization? व्यवसाय संघटन प्रकार निवडीवर प्रभाव टाकणारे घटक कोणते आहेत ? [5]
- d. What are different permissions required to start a business? व्यवसाय सुरु करण्यासाठी कोणत्या विविध परवानग्या जरूरी असतात ? [5]
- e. What are the disadvantages of franchising to franchise? फ्रँचायझिंगचे फ्रँचायझीच्या दृष्टीकोनातून तोटे कोणते आहेत ? [5]
- f. What the features of incubation? इनक्युबेशन ची वैशिष्ट्ये कोणती आहेत ? [5]

Q4) Answer the following (Any two out of four) सविस्तर उत्तरे द्या (चार पैकी कोणतीही दोन)

[20]

- a. Explain the scope of business in detail. व्यवसायाची व्याप्ती सविस्तर स्पष्ट करा. [10]

- b. State various stages in registration of a company. कंढनी नॉदणीढधील वलवध टढे सांगा. [10]
- c. State various sources of financing a business. व्यवसायाच्या वलतुतुवरुढयाचे वलवध सुतुत [10]
सांगा.
- d. Describe various models of franchise. फ्रॉचायझींगची वलवध ढॉडेल सुषुट करा. [10]

* * *



Seat No.

B.com-I Sem I

MAR APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Studies Paper I (Fundamentals Of Business)****Sub. Code: 106716****Day and Date: APRIL ,26-04-2025****Time: 02:30 PM To 05:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80****Q1) A.** Select the correct option from the following options. खालील पर्यायांमधून योग्य पर्याय [12] निवडा.**i.** According to business mean 'to create customers for the product'.

.....नुसार व्यवसाय म्हणजे 'उत्पादनासाठी ग्राहक तयार करणे'.

- A. Peter Drucker पीटर ड्रुकर
- B. L. H. Haney एल.एच. हने
- C. M. C. Naughton एम. सी. नॉटन
- D. Beyard Wheeler बेयार्ड व्हीलर

ii. No separate entity is the feature of

कोणतेही वेगळे अस्तित्व हे चे वैशिष्ट्य नाही.

- A. Cooperative society सहकारी संस्था
- B. Sole proprietorship एकल व्यापारी मालकी
- C. Government सरकार
- D. Partnership भागीदारी

iii. Which section of the business plan highlights the SWOT analysis?

व्यवसाय योजनेचा कोणता विभाग SWOT विश्लेषण हायलाइट करतो ?

- A. Market analysis बाजार विश्लेषण
- B. Market strategy बाजार धोरण
- C. Operating plan संचालन योजना
- D. Market overview बाजार विहंगावलोकन

iv. Franchising is a relationship between a licensor and a licensee.

फ्रॅंचायझिंग हा परवानाधारक आणि परवानाधारक यांच्यातील संबंध आहे.

- A. . Seasonal हंगामी
- B. Contractual कंत्राटी
- C. Agreement करार
- D. Terminal टर्मिनल

v. The exchange of commodities by countries is considered as the of the country

देशांद्वारे वस्तूंची देवाणघेवाण हे देशाचे मानले जाते.

- A. Foreign trade . परकीय व्यापार



QP-4575

- B. Domestic trade देशांतर्गत व्यापार
- C. Internal trade अंतर्गत व्यापार
- D. National trade राष्ट्रीय व्यापार

vi. A shareholders liability is limited to the amount of share capital.

भागधारकांचे दायित्व शेअर भांडवलाच्या रकमेपर्यंत मर्यादित आहे.

- A. Not paid मोबदला दिला नाही
- B. Partly paid अंशतः दिलेले
- C. Unpaid न भरलेले
- D. All of the above. वरील सर्व

B. From the following match the pair.

[4]

Group 1

Group 2

- 1. Retail trade किरकोळ व्यापार
- 2. A maximum number of partners जास्तीत जास्त भागीदार
- 3. Incubation इनक्युबेशन
- 4. MSME registration under

- a. The act 2006 अधिनियम 2006
- b. Mentorship मेंटॉरशिप
- c. Fifty पन्नास
- d. Small quantities अल्प प्रमाणात

C. a. Profit is the outcome of uncertainty bearing. अ. नफा हा अनिश्चिततेचा परिणाम आहे. [4]
b. Shops, restaurants does not need license to start ब. दुकाने, रेस्टॉरंटना सुरु करण्यासाठी परवान्याची गरज नाही

- A. 1- False चूक , 2- False चूक
- B. 1- False चूक , 2-true बरोबर
- C. 1- True बरोबर , 2- True बरोबर
- D. 1- True बरोबर , 2- false चूक

Q2) Write short note (Any four) टिपा लिहा (कोणतेही चार)

[20]

- a. a. Features of domestic trade. देशांतर्गत व्यापार वैशिष्ट्ये.
b. Types of partnership भागीदारीचे प्रकार
c. Advantages of business plan. व्यवसाय योजनेचे फायदे.
d. Concept of franchising फ्रॅंचायझिंगची संकल्पना
e. Types of foreign trade. परकीय व्यापाराचे प्रकार.
f. Limitations of sole proprietorship एकल व्यापारी मालकीच्या मर्यादा

Q3) Write short answers from the following questions. (Any four) खालील प्रश्नांची थोडक्यात [20]
उत्तरे लिहा. (कोणतेही चार)

- a. a. Discuss the sources of generating business ideas. व्यवसाय कल्पना निर्माण करण्याच्या स्रोतांची चर्चा करा.
b. Explain the merits of incubation. उष्मायनाचे गुण स्पष्ट करा.
c. State the characteristics of the term employment. रोजगार या शब्दाची वैशिष्ट्ये

सांगा.

d. Discuss the features of Joint stock company. संयुक्त भांडवली कंपनीच्या स्वरुपाची चर्चा करा.

e. Explain disadvantages of bond financing. बाँड फायनान्सिंगचे तोटे स्पष्ट करा.

f. Write the characteristics of startups. स्टार्टअपची वैशिष्ट्ये लिहा.



Q4) Write answers to the following questions (Any two) खालील प्रश्नांची उत्तरे लिहा (कोणत्याही दोन) [20]

- a. a. Discuss the motives behind starting a business. व्यवसाय सुरू करण्यामागील हेतूंची चर्चा करा. [20]
- b. Explain the advantages and Disadvantages of Limited liability partnership (LLP) मर्यादित दायित्व भागीदारी (LLP) चे फायदे आणि तोटे स्पष्ट करा
- c. State factors influencing choice of business organization. व्यवसाय संस्थेच्या निवडीवर परिणाम करणारे राज्य घटक.
- d. Write qualities of startups. स्टार्टअपचे गुण लिहा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0)

(106716) Business Studies Paper I (Fundamentals Of Part 1 , SEM 1 Business)

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0) B.com.I Sem I****Sub. Name: IKS Generic (Indian Business Management)****Sub. Code: 107061****Day and Date: DECEMBER ,08-12-2024****Time: 02.30 PM To 04:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) A. Multiple Choice Questions (3 Questions - 4 alternatives each) (3 प्रश्न - प्रत्येकी 4 पर्याय) [6]**

- i. is the main aspect of Vedic management
..... ही वैदिक व्यवस्थापनाची मुख्य बाब आहे
- A. Volatility अ.अस्थिरता
B. Sustainability ब. शाश्वतता
C. Turbulence क. अशांतता
D. None of these ड. यापैकी नाही
- ii. who is considered to be the world's first economist, strategist and management guru,
.....ज्याना जगातील पहिले अर्थशास्त्रज्ञ, रणनीतिकार आणि व्यवस्थापन गुरू मानले जाते,
- A. Chanakya अ.चाणक्य
B. Ram ब. राम
C. Krishna क. कृष्ण
D. None of these ड. यापैकी नाही
- iii. founded the Aditya Birla Group
..... यांनी आदित्य बिरला समूहाची स्थापना केली
- A. Aditya Birla अ. आदित्य बिरला
B. Seth Shiv Narayan Birla ब. सेठ शिव नारायण बिरला
C. Kumaramangalam Birla क. कुमारमंगलम बिरला
D. Vikram Birla ड. विक्रम बिरला

B. Match the following (Two Columns-Four pairs) जोड्या लावा (दोन स्तंभ-चार जोड्या) [2]**Group 1**

1. Tata टाटा
2. Bajaj बजाज
3. Aditya Birla आदित्य बिरला
4. Reliance रिलायन्स

Group 2

- a. 3,89,414
b. 3.50.000
c. 36.000
d. 1.40.000

- A. 1-b 2-C 3-d 4-a
B. 1-C 2-b 3-d 4-a
C. 1-b 2-C 3-a 4-d

D. 1-a 2-C 3-d 4-b



QP-2120

C. Two statements (Answering true or false)

[2]

1. Values are instruments of personality imperfection
1. मूल्ये व्यक्तिमत्त्वाच्या अपरिपूर्णतेचे साधन असतात
2. Ethical values have been successfully used in conducting our business.
2. आपल्या व्यवसायाचे संचालन करताना नैतिक मूल्यांचा यशस्वीरित्या वापर केला आहे.

- A. 1. चूक २- बरोबर
- B. 1. चूक २- चूक
- C. 1. बरोबर २- चूक
- D. 1. बरोबर २- बरोबर

Q2) Write short note (Any four out of six) टीपा लिहा (सहा पैकी कोणतेही चार)

[20]

- a. Evolution of Indian Management भारतीय व्यवस्थापनाची उत्क्रांती [5]
- b. Buddhas Management बुद्धांचे व्यवस्थापन [5]
- c. Business Model of Tata. टाटा चे व्यवसाय मॉडेल [5]
- d. रिलायन्सचे व्यवसाय मॉडेल Business Model of Reliance [5]
- e. Business Model of Aditya Birla Group आदित्य बिरला समुहाचे व्यवसाय मॉडेल [5]
- f. Kautilya's Seven Pillars of Business Success कौटिल्याचे व्यवसायाच्या यशासाठी सात स्तंभ [5]

Q3) Answer the following (Any one out two) उत्तरे लिहा (दोन पैकी एक)

[10]

Explain the business model of AMUL अमूलचे व्यवसाय मॉडेल स्पष्ट करा.

OR किंवा

Explain the Key Ideas of Indian Management भारतीय व्यवस्थापनाच्या प्रमुख कल्पना स्पष्ट करा

* * *

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: IKS Generic (Indian Business Management)****Sub. Code: 107061****Day and Date: MAY ,11-05-2025****Time: 02.30 PM To 04:00 PM****Instructions:****Special Inst.: Instructions: 1) All questions are compulsory****2) Figures to the right indicate full marks****सूचना****1) सर्व प्रश्न आवश्यक आहेत****2) उजवीकडील आकडे पूर्ण गुण दर्शवितात****Total Marks: 40****Q1) A. Multiple Choice Questions (3 questions- 4 alternatives each) : खालीलपैकी योग्य पर्याय निवडा [6]**

i. 1. Mahabharat is epic of big struggle between Kourav and Pandav महाभारत हे महाकाव्य यांच्या तीव्र संघर्षाचे कथानक आहे

- A. कर्ण अर्जुन
- B. श्रीकृष्ण भीष्माचार्य
- C. कौरव पांडव
- D. कुंती गांधारी

ii. 1. श्रीकृष्णाने अर्जुनाला मानवी जीवनाचे संपूर्ण तत्त्वज्ञान कथन केले आहे ती म्हणजे होय
Lord Krishna discussed philosophical thoughts with Arjuna, that is called as Geeta

- A. Geeta गीता
- B. Ramayan रामायण
- C. Mahabharat महाभारत
- D. All of the above वरीलपैकी सर्व

iii. 1. Bajaj Group is established by बजाज समूहाची स्थापना यांनी केली

- A. Kamalnath bajaj कमलानाथ बजाज
- B. Rahul Bajaj राहुल बजाज
- C. Jamanalal bajaj जमनालाल बजाज
- D. None of the above यापैकी नाही

B. योग्य जोड्या जुळवा Match the pairs**[2]****Group 1****Group 2**

1. व्यवस्थापन Management

a. 1946

2. बिर्ला समूह Birla Group

b. Home service घरपोच सेवा

3. अमूल AMUL

c. निर्णय प्रक्रिया Decision Making

4. तत्पर पुरवठा Immediate supply

d. 1960



- A. 1-b, 2 - a , 3 - d , 4 - c
 B. 1-c, 2 - d , 3 - a , 4 - b
 C. 1-d, 2 - a , 3 - b , 4 - c
 D. 1-c, 2 - a , 3 - d , 4 - b

- C.** 1. Sustainability is the main aspect of Vedic Management शाश्वतता ही वैदिक व्यवस्थापनाची मुख्य बाब आहे [2]
 2. Anil Ambani became a president after segmentation of Reliance Group in 2005 रिलायन्स समूहाच्या विभाजनानंतर 2005 मध्ये अनिल अंबानी हे रिलायन्स इंडस्ट्रीजचे अध्यक्ष झाले
 A. 1 - बरोबर True 2 - बरोबर True
 B. 1 - बरोबर True 2 - चूक False
 C. 1 - चूक False 2 - बरोबर True
 D. 1 - चूक False 2 - चूक False

Q2) Write short notes (Any Four out of Six) प्रश्न क्रमांक दोन टिपा लिहा (सहा पैकी कोणतेही चार) [20]

- a. रामायण आणि व्यवस्थापन Ramayan and Management [5]
 b. कौटिल्य (चाणक्य) व्यवस्थापनाची तत्वे Principles of Koutilya (Chanakya) Management [5]
 c. बजाज समूहाचे व्यवसाय मॉडेल Business Model of Bajaj Group [5]
 d. वैदिक व्यवस्थापनाचे परिणाम Effect of Vedic management [5]
 e. रिलायन्स व्यवसायाचे मॉडेल Business Model of Reliance [5]
 f. अमूलचे स्वॉट विश्लेषण SWOT Analysis of AMUL [5]

Q3) Write answers the following (one out of Two) खालील प्रश्नांची उत्तरे लिहा (दोन पैकी एक) [10]

1. टाटांचे व्यवसाय मॉडेल स्पष्ट करा Explain business model of Tata
 किंवा
 2. बुद्धांचे व्यवस्थापन स्पष्ट करा Explain management of Buddha

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -
 This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP
2.0)

(107061) IKS Generic (Indian Business
Management)

Part 1 SEM 1



825465



Seat No. _____

QP-2491

Total No. of Pages : 3

OCT_NOV_2024 WINTER EXAMINATION

11851 Other Elective (All Faculty)

Sub. Name: Psychological First Aid

Sub. Code: 107106

Bcom-I sem-I



Day and Date: DECEMBER ,15-12-2024

Total Marks: 40

Time: 02.30 PM To 04:00 PM

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

Q1) Solve following MCQ.

[10]

i.

Psychological first aid is a method.

मानसशास्त्रीय प्रथमोपचार ही ----- पद्धत आहे .

- A. Advice
सल्ला
- B. preach
उपदेश
- C. help
मदत
- D. punishment
शिक्षा

ii.

Giver should have characteristics in psychological first aid.

मानसशास्त्रीय प्रथमोपचारमध्ये मार्गदर्शकाकडे -----गुण असावा .

- A. communication skill
संवाद कौशल्य
- B. selflessness
निःस्वार्थपणा
- C. credibility
विश्वासाहता
- D. All of the above
वरील सर्व

iii.

The third principle of psychological first aid is

मानसशास्त्रीय प्रथमोपचाराचे तिसरे कृतीतत्व म्हणजे -----होय.

- A. listen
ऐका
- B. Link
दुवा
- C. Look
पहा
- D. thought



QP-2491

विचार

iv. Select the correct option and match the pairs.

(A)

- 1) psychology first aid provider
- 2) Pranayama
- 3) Psychological Support
- 4) Look

योग्य पर्याय निवडून जोड्या लावा

अ

- १) मानसशास्त्रीय प्रथमोपचार देणारा
- २) प्राणायाम
- ३) मनोसामाजिक आधार
- ४) पहा

A. d-c-a-b

ड,क,अ,ब

B. c-d-b-a

क,ड,ब,अ

C. b-a-d-c

ब,अ,ड,क

D. a-b-c-d

अ,ब,क,ड

(B)

- a) Ensuring safety
- b) How to collect information
- c) Breathing Technique
- d) Giver

ब

अ) सुरक्षिततेची खात्री

ब) माहिती कशी मिळविता

क) श्वासतंत्र

ड) मार्गदर्शक

v. Read the following statement and choose the correct option.

Statement (A) :- PFA can be provide to a person experiencing a distressing situation.

Statement (B) :- Everyone not need PFA.

खालील विधाने वाचून योग्य पर्याय निवडा

विधान (अ) - संकटजनक प्रसंगाचा अनुभव गेतालेल्या व्यक्तीला मानसशास्त्रीय प्रथमोपचार पुरविले जाऊ शकतात

विधान (ब) - प्रत्येकालाच मानसशास्त्रीय प्रथमोपचाराची गरज हवी असते असे नाही

A. only statement (A) is correct.

फक्त विधान अ बरोबर

B. only statement (B) is correct.

फक्त विधान ब बरोबर

C. Statement (A) and (B) both are correct.

विधान अ आणि ब दोन्ही बरोबर

D. Statement (A) and (B) both are wrong.

विधान अ आणि ब दोन्ही चूक

Q2) Write short note (Any Four)

[20]

a.

A) Objectives of PFA.

B) Factors of PFA.

[2]

P.T.O.

- C) Common reaction to mental trauma.
- D) Various types of stress.
- E) Algee Model.
- F) Link.



प्रश्न २ टिपा लिहा (कोणत्याही चार)

- अ) मानसशास्त्रीय प्रथमोपचाराची उद्दिष्टे
- ब) मानसशास्त्रीय प्रथमोपचाराचे घटक
- क) मानसिक आघाताची सर्वसाधारण लक्षणे
- ड) तणावाचे विविध प्रकार
- ई) दुवा
- फ) अलगी प्रारूप (Algee Model)

Q3) Descriptive Question (Any One)

[10]

A) Explain the different kind of crises?

अ) संकटाच्या विविध प्रकारांचे सविस्तर वर्णन करा.

OR

B) Explain the model of patanjali's is Eight ways for psychological first aid?

ब) मानसशास्त्रीय प्रथमोपचारातील पतंजलीचे अष्टांग मार्ग प्रारूप स्पष्ट करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (107106) Psychological First Aid Part 1 SEM 1



Seat No.

B.com.I Sem.I

MAR-APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Psychological First Aid****Sub. Code: 107106****Day and Date: APRIL ,27-04-2025****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) Solve following MCQ.****[10]****i.**

A person experiencing mental trauma develops thoughts and feelings.

मानसिक आघात अनुभवणाऱ्या व्यक्तीमध्ये -----विचार आणि भावना निर्माण होतात.

- A. positive
सकारात्मक
- B. negative
नकारात्मक
- C. composite
संमिश्र
- D. none of these
यापैकी नाही

ii.

Psychological first aid can be done at places.

मानसशास्त्रीय प्रथमोपचार ----- ठिकाणी केले जाऊ शकते

- A. Home
घर
- B. Hospatil
हॉस्पिटल
- C. school
शाळा
- D. All of the above
वरील सर्व

iii.

The principles of psychological first aid are

प्राथमिक प्रथमोपचाराची ----- मुलभूत कृतीतत्वे आहेत

- A. Three
३
- B. Two
२

C. four

४

D. none of these

यापैकी नाही



iv. Select the correct option and match the pairs.

(A)

(B)

1) Reaction type to mental trauma

a) Acceptor

2) Seeker

b) Posture

3) Niyama

c) Obligation of a positive duty

4) Asana

d) Common and Complex reactions

योग्य पर्याय निवडून जोड्या लावा

अ

ब

१) मानसिक आघात प्रतिक्रिया प्रकार

अ) स्वीकारक

२) साधक

ब) मुद्रा

३) नियम

क) सकारात्मक कर्तव्य पाळणे

४) आसन

ड) सामान्य व जटील प्रतिक्रिया

A. d-a-c-b

ड,अ,क,ब

B. d-a-b-c

ड,अ,ब,क

C. a-d-c-b

अ,ड,क,ब

D. a-d-b-c

अ,ड,ब,क

v. Read the following statement and choose the correct option.

Statement (A) :- It is important for giver / volunteers to understand / recognize the signs of stress and burnout.

Statement (B) :- This can help to avoid the stress that leads to burnout.

खालील विधाने वाचून योग्य पर्याय निवडा

विधान अ - मार्गदर्शक आणि स्वयंसेवकांनी तणाव आणि बर्न आऊट चिन्हे समजावून घेणे / ओळखणे महत्वाचे आहे

विधान ब - यामुळे बर्न आऊट होण्यास कारणीभूत तणाव टाळण्याचा प्रयत्न करता येईल

A. Only Statement (A) is correct.

फक्त विधान अ बरोबर

B. Only Statement (B) is correct.

फक्त विधान ब बरोबर

C. Statement (A) and (B) both are correct.

विधान अ आणि ब दोन्ही बरोबर

D. Statement (A) and (B) both are wrong.

विधान अ आणि ब दोन्ही चूक

Q2) Write short note (Any Four)

[20]

[2]

P.T.O.

- a. A) What is PFA?
 B) Ensuring Safety.
 C) Personal Crises.
 D) Self care : Listen
 E) Yamas and Niyama (Eight way).
 F) Recognize your won Limits.

[20]



प्रश्न २ टिपा लिहा. (कोणत्याही चार)

- अ) मानसशास्त्रीय प्रथमोपचार म्हणजे काय ?
 ब) सुरक्षिततेची खात्री
 क) वैयक्तिक संकटे
 ड) स्वतःची काळजी : ऐका
 ई) यम व नियम (अष्टांग मार्ग)
 फ) स्वतःच्या मर्यादा ओळखा

Q3) Descriptive Questions (Any one)

[10]

- A) Explain the complex reactions to mental trauma.
 मानसिक आघाताला दिल्या जाणाऱ्या गुंतागुंतीच्या प्रतिक्रिया स्पष्ट करा
 OR
 B) Write the action principle of PFA?
 मानसशास्त्रीय प्रथमोपचाराची कृती तत्वे लिहा

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11851) Other Elective (All Faculty) (107106) Psychological First Aid Part 1 SEM 1

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0)** *B.com - I sem I***Sub. Name: SEC I - Communications Skills Paper I****Sub. Code: 107049****Day and Date: DECEMBER ,06-12-2024****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) A.** Choose the correct alternatives and complete the sentence**[4]**

i. Communication is the word derived from Latin word _____.

- A. Communicare
- B. Cummins
- C. Comic
- D. Care

ii. Proxemics is the study of _____.

- A. space
- B. touch
- C. tone
- D. speed

iii. Message is decoded by the _____ in the communication cycle.

- A. context
- B. receiver
- C. channel
- D. barrier

iv. Discussion between two teachers is example of _____ communication.

- A. downward
- B. upward
- C. lateral
- D. cross

B. Match the Pair**[4]**

Group 1

- 1. Relationship Listening
- 2. Critical Listening
- 3. Attentive Listening

Group 2

- a. Primary concern is to understand the message
- b. To understand and remember
- c. Thinking for evaluation and to examine

4. Informative Listening

d. Emphasis is on understanding the person



- Q2) Short Notes: Write the answer in 100-120 words (Any 02)** [8]
- a. Process of Communication [4]
 - b. Barriers to Communication [4]
 - c. Informative and Attentive Listening [4]
- Q3) Use the following points and draft a paragraph on 'Importance of Exercise'** [8]
(Significance of daily health and exercise, physical strength, mental strength, stress and weight management,)
- Q4) Write a speech on 'Environment Day Celebration' in your college** [8]
(Importance of clean environment, impact of human actions, need for actions, the role of biodiversity, the role of student, what we can do)
- Q5) Reading Skill : Read the following text and answer the questions below** [8]
- One day Nandu rode his horse to the village fair. On his way back he met Somendra, the merchant. The merchant was a crafty man, ready to do anything to earn some money. The villagers knew this. In fact no one knew what trick he would be up to next. Now, Nandu was poor and had no one in the world to call his own except a beautiful, white horse. He loved it more than anything else in the world. The merchant had his eye on the horse for a long time and tried to think of a way to get it for himself. Seeing Nandu, the merchant thought, Nandu is a simpleton. Let me see if I can trick him out of his horse. So he said to Nandu, You live all alone. How do you manage? What does a young boy like you need with a horse? Sell it to me and I shall make you rich in return. Nandu replied, "No I don't want to sell my horse."
- But the merchant refused to give up so easily. He offered Nandu more money. Finally, when the offer reached five hundred gold coins, Nandu paused and said. Five hundred gold coins seems like a good price. But I have a condition. If you agree to it, I shall give you my horse. "What is it?", the merchant asked impatiently. "Give me the money right now and I shall give you my horse when I have given you ten lashes." After all he would resell the horse for over a thousand gold coins in the market. He would take twenty lashes for such a gain. He agreed instantly. He ran home and got the money for Nandu and brought along his whip as well. Nandu counted the money carefully. He then took the whip and the lashes fell on the merchant's back in quick succession. By the eighth lash the merchant was almost in tears but he told himself that there were only two lashes to go and the horse would be his. The merchant held his breath waiting for the final lashes. But Nandu had mounted his horse and was riding off. "Wait!", shouted the merchant in anger. "What about the last lashes? Where are you going with the horse? We had a deal.

Nandu stopped and said, "I agree to give you the horse only after I had given you ten lashes. But it is upsetting my horse. I'll give you the last lashes later. Till then goodbye!" "Come back you cheat!", the merchant shouted. But the crowd that had gathered around agreed with Nandu. A deal was a deal. Till the last lash was given, the horse could not belong to the merchant. Nandu rode away richer by five hundred gold coins and Somendra waited in vain for several days for the final lash which never came.



- a. Why did the merchant offer to buy Nandu's horse? [2]
- b. Why did Nandu set the condition of giving the merchant ten lashes? [2]
- c. What reason did Nandu cite for not giving the merchant the final lashes? [2]
- d. Choose the word that is synonym of 'crafty' [1]
- e. Choose the word that is antonym of 'accepted' [1]

* * *

Seat No.

B.com-I Sem-I

Total No. of Pages : 4

**MAR-APR 2025 SUMMER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: SEC I - Communications Skills Paper I****Sub. Code: 107049****Day and Date: MAY ,05-05-2025****Total Marks: 40****Time: 02.30 PM To 04:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Assume suitable data wherever necessary and mention it boldly
 3. Figures to the right indicate full marks

Q1) Solve following MCQ.**[10]**

- i. The process of converting ideas into a message is known as:
 - A. Decoding
 - B. Encoding
 - C. Transmitting
 - D. Feedback
- ii. Which of the following is **not** a type of non-verbal communication?
 - A. Eye contact
 - B. Gesture
 - C. Scanning
 - D. Posture
- iii. Listening is:
 - A. Passive reception
 - B. Automatic process
 - C. Active process
 - D. Selective ignoring
- iv. In the SQ3R technique, the "R" does not stand for:
 - A. Read
 - B. Recite
 - C. Run
 - D. Review
- v. Which of the following is **not** a barrier to communication?
 - A. Feedback



- B. Noise
 - C. Language
 - D. Status
- vi. What is the correct order of a structured speech?
- A. Conclusion – Body – Introduction
 - B. Introduction – Body – Conclusion
 - C. Body – Conclusion – Introduction
 - D. Body – Introduction – Conclusion
- vii. The term “skimming” refers to:
- A. Reading for details
 - B. Reading for fun
 - C. Reading quickly to get the gist
 - D. Reading to memorize facts
- viii. Which is **not** a form of verbal communication?
- A. Letter
 - B. Memo
 - C. Gesture
 - D. Report
- ix. A well-written paragraph should have:
- A. Unity
 - B. Random ideas
 - C. Multiple topics
 - D. Repetition
- x. Which type of listening is essential for counselors and therapists?
- A. Appreciative listening
 - B. Informative listening
 - C. Relationship listening
 - D. Critical listening

Q2) Q.2 Short Notes (Attempt any **TWO of the following from) [10]**

- a. Explain the Communication Process with suitable elements. [5]
- b. What are the barriers to effective communication and how can they be overcome? [5]
- c. Describe non-verbal communication and its types. [5]

Q3) Short Notes (Attempt any **TWO of the following) (2 × 5 = 10 Marks) [10]**

- a. Explain the structure of a well-written Paragraph with an example. [5]
- b. Explain the importance of effective listening in professional communication. [5]
- c. Draft a speech on the occasion of 'Environment Day' [5]

Q4) Read the following passage and answer the questions below. [10]

One quiet Sunday morning, Meera decided to go for a walk in the woods behind her village. The air was fresh, and the sunlight filtered softly through the leaves, creating golden patches on the forest floor. Birds chirped cheerfully from the treetops, and the distant sound of a stream made the walk even more peaceful. As Meera walked slowly, she noticed how the forest seemed alive—each tree, bush, and flower had its own story to tell.

She stopped beside a tall tree whose bark was rough and old. On its trunk, a squirrel darted up quickly, as if playing a game. Nearby, butterflies fluttered from flower to flower, their wings shining in the morning sun. Meera sat on a rock, closed her eyes, and took a deep breath. The smell of wildflowers and damp earth calmed her mind. It was in that moment she realized how connected everything in nature was—trees giving shade, animals finding shelter, and the stream providing water to all living beings.

When she finally stood up to walk back home, Meera felt different. She was no longer worried about her homework or the argument she had with her friend. Nature had taught her something very simple, yet powerful—that peace is not something you have to find outside; it often begins inside you.

- a. Where did Meera go for a walk? [1]
- b. Which creature is mentioned climbing a tree? [1]
- c. Find a word in the paragraph that means: 'to move quickly and suddenly' [1]
- d. What sounds did Meera hear during her walk? [2]
- e. What did Meera realize while sitting on the rock? [2]
- f. What changes did Meera feel by the end of her walk? [2]
- g. Suggest a suitable title for the above paragraph. [1]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.



1] (11809) Bachelor of Commerce (NEP (107049) SEC I - Communications Skills Paper I Part 1 SEM 1
2.0)



115795

OCT_NOV_2024 WINTER EXAMINATION**Bachelor of Commerce (NEP 2.0)****Sub. Name: Geography Paper-I****B.com-I sem-I****Sub. Code: 59645/71484/87974****Day and Date: DECEMBER ,02-12-2024****Total Marks: 40****Time: 10:30 AM To 12:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Figures to the right indicate full marks
 3. Use Sketches/Diagrams wherever necessary

Special Inst.: Attempt any two questions from que no. 4 and 5.

Q1) Choose the correct alternative for the following question./खालील प्रश्नासाठी दिलेल्या [8]
पर्यायातून योग्य पर्याय निवडा.

- Commercial geography is a sub branch of which of the following geography?/
खालीलपैकी कोणत्या भूगोलशास्त्राची वाणिज्य भूगोलशास्त्र ही उपशाखा आहे ?
A. Physical geography / प्राकृतिक भूगोलशास्त्र
B. Human geography / मानवी भूगोलशास्त्र
C. Political geography / राजकीय भूगोलशास्त्र
D. Economic geography/ आर्थिक भूगोलशास्त्र
- Which of the following is an activity of commerce?/ खालीलपैकी कोणती वाणिज्य क्रिया आहे ?
A. Production / उत्पादन
B. Trade/ व्यापार
C. Transportation / वाहतूक
D. All of the above/ वरील सर्व
- Which of the following goods have the capacity to satisfy human needs?/
खालील पैकी कोणत्या वस्तूंमध्ये मानवी गरजा पूर्ण करण्याची क्षमता आहे ?
A. Resources / साधन संपत्ती
B. Money / पैसा
C. Property / संपत्ती
D. None of the above / यापैकी नाही
- Minerals are what type of resource?/ खनिजे कोणत्या प्रकारची साधन संपत्ती आहे ?
A. Spatial resources /अवकाशीय साधनसंपत्ती
B. Marine resources / सागरीय साधनसंपत्ती
C. Underground resources /भूअंतर्गत साधनसंपत्ती
D. Terrestrial resources / भूपृष्ठीय साधनसंपत्ती
- Which of the following categories of human economic activities include construction and factories?/ खालीलपैकी कोणत्या मानवी आर्थिक क्रियांच्या श्रेणीमध्ये बांधकाम



QP-1564

आणि कारखाना समाविष्ट आहेत ?

- A. Primary / प्राथमिक
- B. Second / द्वितीयक
- C. Tertiary / तृतीयक
- D. Quaternary/ चतुर्थक

vi. Which natural factors affect human economic activities?/ कोणत्या नैसर्गिक घटकांचा मानवाच्या आर्थिक क्रियांवर परिणाम होतो ?

- A. Landforms /भूरचना
- B. Climate /हवामान
- C. Reservoirs/ जलाशय
- D. All of the above/ वरील सर्व

vii. Globalization leads to which stage of economy?/ जागतिकीकरणामुळे अर्थव्यवस्था कोणत्या अवस्थेकडे जाते ?

- A. Closed / बंदिस्त
- B. Open / मुक्त
- C. Fixed / स्थिर
- D. Unstable / अस्थिर

viii. When did the functioning of World Trade Organization (WTO) begin?/ जागतिक व्यापारी संगठने (WTO) च्या कामकाजला केव्हा पासून सुरुवात झाली ?

- A. 1972
- B. 1995
- C. 2005
- D. 1948

Q2) Answer the following questions in detail (any one) खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक) [8]

Define Commercial Geography and Explain the nature of Commercial Geography. / वाणिज्य भूगोलशास्त्राची व्याख्या सांगून, वाणिज्य भूगोलशास्त्राचे स्वरूप स्पष्ट करा.

Or / किंवा

Explain the meaning of resource and Explain the types of resources. / साधन संपत्तीचा अर्थ सांगून साधन संपत्तीचे प्रकार स्पष्ट करा.

Q3) Answer the following questions in detail (any one) खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक) [8]

Describe the economic activities of humans./मानवाच्या आर्थिक क्रियांचे वर्णन करा.

Or/ किंवा

State the good effects of globalization./ जागतिकीकरणाचे चांगले परिणाम सांगा.

Q4) Write short answers. (Two out of three) /थोडक्यात उत्तरे लिहा. (तीन पैकी दोन) [8]

- a. Explain natural resource wealth./ नैसर्गिक साधन संपत्ती स्पष्ट करा.
- b. Explain Quaternary human economic activities./ मानवाच्या चतुर्थ श्रेणीच्या आर्थिक

क्रिया स्पष्ट करा .

- c. Write information about Organization of OPEC /ओपेक संघठनेची (OPEC) माहिती लिहा.

Q5) Write notes. (Two out of three) /टीपा लिहा. (तीन पैकी दोन)

[8]

- a. Importance of Commercial Geography / वाणिज्य भूगोलशास्त्राचे महत्त्व
b. Economic Community of Europe (EEC) /युरोपचा आर्थिक समाज (EEC)
c. Global trade in animal products/ प्राणीज उत्पादनाचे जागतिक व्यापार



* * *



Seat No. _____

B.Com I sem I

Total No. of Pages : 3

MAR/APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Geography Paper-I****Sub. Code: 59645/71484/87974****Day and Date: APRIL ,29-04-2025****Total Marks: 40****Time: 02.30 PM To 04:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks
 4. Use Sketches/Diagrams wherever necessary

Q1) Choose the correct alternative for the following question./ खालील प्रश्नासाठी दिलेल्या [8]
पर्यायातून योग्य पर्याय निवडा.

- i. Commercial Geography is a sub-branch of which geography?
वाणिज्य भूगोल ही कोणत्या भूगोलशास्त्राची उपशाखा आहे ?
A. Physical Geography / प्राकृतिक भूगोलशास्त्र
B. Human Geography / मानवी भूगोलशास्त्र
C. Economic Geography / आर्थिक भूगोलशास्त्र
D. Political Geography / राजकीय भूगोलशास्त्र
- ii. Which branch of geography studies the effects of geographical factors on human movements?
मानवाच्या हालचालींवर भौगोलिक घटकांच्या परिणामांचा अभ्यास भूगोलशास्त्राच्या कोणत्या शाखेत होतो ?
A. Physical Geography / प्राकृतिक भूगोलशास्त्र
B. Human Geography / मानवी भूगोलशास्त्र
C. Economic Geography / आर्थिक भूगोलशास्त्र
D. Commercial Geography / वाणिज्य भूगोलशास्त्र
- iii. Which of the following resources is limited?
खालीलपैकी कोणती साधनसंपत्ती मर्यादित आहे ?
A. Air / हवा
B. Solar energy / सौर ऊर्जा
C. Minerals / खनिजे
D. None of these / यापैकी नाही
- iv. Which country is the world's leading producer of wool?
लोकर उत्पादनात कोणत्या देशाचा जगात पहिला क्रमांक आहे ?
A. Australia / ऑस्ट्रेलिया
B. United States / संयुक्त संस्थाने
C. England / इंग्लंड
D. India / भारत



Which category of economic activities is unproductive?

कोणत्या श्रेणीचे व्यवसाय अनुत्पादक आहेत ?

- A. Primary / प्राथमिक
- B. Secondary / द्वितीय
- C. Tertiary / तृतीय
- D. Quaternary / चतुर्थक

vi. What are people involved in secondary economic activities called?

द्वितीय श्रेणीच्या व्यवसायात गुंतलेल्या लोकांना काय म्हणतात ?

- A. Red collar / रेड कॉलर
- B. Blue collar / ब्ल्यू कॉलर
- C. Pink collar / पिंग कलर
- D. White collar / व्हाईट कॉलर

vii. What are the disadvantages of globalization?

जागतिकीकरणाचे दोष कोणते ?

- A. Increasing indebtedness / वाढता कर्जबाजारीपणा
- B. Cutthroat competition / जीवघेणी स्पर्धा
- C. Depletion of natural resources / नैसर्गिक साधनसंपत्तीचा ह्रास
- D. All of the above / वरील सर्व

viii. When was the Oil Producing and Exporting Countries established?

तेल उत्पादन व निर्यात करणाऱ्या देशांच्या संघटनेची स्थापना कधी करण्यात आली ?

- A. 1962 / १९६२
- B. 1968 / १९६८
- C. 1960 / १९६०
- D. 1965 / १९६५

Q2) Answer the following questions in detail (any one)

[8]

खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

a. Define Commercial Geography and Explain the nature of Commercial Geography. [8]

वाणिज्य भूगोलशास्त्राची व्याख्या सांगून, वाणिज्य भूगोलशास्त्राचे स्वरूप स्पष्ट करा.

Or/ किंवा

b. What is resource? Explain the types of resources. [8]

साधनसंपत्तीचा म्हणजे काय ? साधनसंपत्तीचे प्रकार स्पष्ट करा.

Q3) Answer the following questions in detail (any one)

[8]

खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

a. What is human economic activities? describe types of economic activities. [8]

मानवी आर्थिक क्रिया म्हणजे काय ? आर्थिक क्रियांचे प्रकार सांगा.

Or/ किंवा



QP-4849

- b. State the Demerits of globalization.
जागतिकीकरणाचे तोटे सांगा.

[8]

Q4) Write short answers. (Any two out of three) / थोडक्यात उत्तरे लिहा. (कोणतेही तीन पैकी दोन)

[8]

- a. Explain the importance of commercial geography.
वाणिज्य भूगोलशास्त्राचे महत्त्व स्पष्ट करा.
- b. State the measures for conservation of resources.
साधनसंपत्तीच्या संवर्धनासाठी उपाय सांगा.
- c. Write information about World Trade Organization (WTO)?
जागतिक व्यापार संघटनेची माहिती लिहा.

Q5) Write notes. (Any two out of three). / टीप लिहा. (कोणत्याही तीन पैकी दोन)

[8]

- a. Factors affecting human economic activities.
मानवी आर्थिक क्रियांवर परिणाम करणारे घटक.
- b. Oil Producing and Exporting Countries (OPEC).
तेल उत्पादन व निर्यात करणारे देश.
- c. Global trade in Forest products.
वन उत्पादनाचा जागतिक व्यापार.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (7822) Bachelor of Commerce (NEP20) (87974) Geography Paper-I Part 1 SEM 1
- 2] (778) B.Com.(Sem) (59645) Commercial Geography Paper -I Part 1 SEM 1
- 3] (7801) Bachelor of Comm. (CBCS) (71484) Geography Paper-I Part 1 SEM 1



Seat No. _____

QP-1695

Total No. of Pages : 4

OCT_NOV_2024 WINTER EXAMINATION

Bachelor of Commerce (NEP 2.0) B.com-I sem I

Sub. Name: Banking Paper I (Money and Financial System)

Sub. Code: 106720

Day and Date: DECEMBER ,04-12-2024

Total Marks: 80

Time: 10:30 AM To 01:30 PM

- Instructions:**
1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks

Special Inst.: All questions carry equal marks.



Q1) A. Choose correct answer from the given alternatives. (2 marks each) दिलेल्या [12]

पर्यायांपैकी योग्य पर्याय निवडा (प्रत्येकी २ गुण)

i. ----- this is the basic function of money.

----- हे पैशाचे मूलभूत कार्य आहे.

- A. Medium of exchange (विनिमयाचे माध्यम)
- B. Medium of store of value (मूल्य संग्रहाचे साधन)
- C. Transfer of money (पैशाचे स्थानांतर)
- D. Standard of Deferred payment (विलंबित देणी देण्याचे कार्य)

ii. ----- term loans are included in the money market.

----- मुदतीच्या कर्जाचा समावेश नाणे बाजारात होतो.

- A. Short (अल्प)
- B. Medium (मध्यम)
- C. Long (दीर्घ)
- D. Very long (अति दीर्घ)

iii. M3 concept of money supply is -----.

पैशाच्या पुरवठ्याची M३ ही संकल्पना ----- आहे.

- A. Narrow (संकुचित)
- B. Broad (व्यापक)
- C. Limited (मर्यादित)
- D. None of these (यापैकी नाही)

iv. ----- this is the apex body that controls and regulates the Indian capital market.

भारतीय भांडवल बाजाराचे नियंत्रण व नियमन करणारी ----- ही सर्वोच्च संस्था आहे .

- A. Reserve Bank of India (रिझर्व बँक ऑफ इंडिया)
- B. NABARD (नाबार्ड)
- C. SEBI (सेबी)
- D. Ministry of Finance (वित्त मंत्रालय)

v. SEBI was established in the year -----.



QP-1695

सेबी ची स्थापना ----- वर्षी करण्यात आली.

- A. 1951 (१९५१)
- B. 1975 (१९७५)
- C. 1988 (१९८८)
- D. 1991 (१९९१)

vi. -----New stocks are bought and sold in the capital market.

-----भांडवल बाजारात नवीन रोख्यांची खरेदी विक्री केली जाते

- A. Secondary (दुय्यम)
- B. Primary (प्राथमिक)
- C. Local (स्थानिक)
- D. All of the above (वरील सर्व)

B. Match the Correct Pairs योग्य जोड्या लावा

[4]

Group 1

Group 2

1. Bitcoin (बिटकॉइन)

a. Narrow Money (संकुचित पैसा)

2. M1 (एम १)

b. Regulation of Money Market (नाणे बाजाराचे नियमन)

3. CRISIL (क्रिसिल)

c. Crypto Currency (क्रिप्टो करन्सी)

4. Reserve Bank of India
(रिझर्व्ह बँक ऑफ इंडिया)

d. Credit Rating (पत मूल्यांकन)

- A. 1-d,2-c,3-a,4-b
- B. 1-c,2-a,3-d,4-b
- C. 1-c,2-d,3-b,4-a
- D. 1-b,2-c,3-d,4-a

C. State whether the statement is correct or incorrect (2 Marks each)

[4]

विधान चूक आहे की बरोबर ते सांगा (प्रत्येकी २ गुण)

1) The unorganized Money market in India consists of unregulated non-banking institutions.

१) भारतातील असंघटित नाणे बाजारात अनियंत्रित बिगर बँकिंग संस्थांचा समावेश होतो.

2) State Bank of India acts as a bank of banks in the country.

२) देशातील बँकांची बँक म्हणून स्टेट बँक ऑफ इंडिया कार्य करते.

Q2) Write Short Note (Any Four out of Six)

[20]

a. Importance of Money

पैशाचे महत्त्व

b. Features of Digital Rupee

डिजिटल रुपयाची वैशिष्ट्ये

c. Gurley-Shaw Approach to Money Supply

पैशाच्या पुरवठ्याबाबत गुर्ले-शॉ दृष्टिकोन

- d. Features of Capital Market
भांडवल बाजाराची वैशिष्ट्ये
- e. Functions of Financial Markets
वित्तीय बाजारपेठेची कार्ये
- f. Major Reforms in Indian Money Market
भारतीय नाणे बाजारातील प्रमुख सुधारणा



Q3) Write short answers to the following questions (Any four out of six) [20]

खालील प्रश्नांची थोडक्यात उत्तरे लिहा (सहापैकी चार)

- a. Explain the characteristics of crypto currency.
क्रिप्टो चलनाची वैशिष्ट्ये स्पष्ट करा.
- b. State the traditional or narrow Approach of money supply.
पैशाच्या पुरवठ्याबाबत परंपरागत अथवा संकुचित दृष्टिकोन सांगा.
- c. Explain Milton Friedman's Chicago Approach of money supply.
पैशाच्या पुरवठ्याबाबत मिल्टन फ्रिडमन यांचा शिकागो दृष्टिकोन स्पष्ट करा.
- d. Briefly explain the components of financial structure.
वित्तीय रचनेचे घटक थोडक्यात स्पष्ट करा.
- e. Explain the role of Reserve Bank of India in money market.
रिझर्व बँक ऑफ इंडियाची नाणे बाजारातील भूमिका स्पष्ट करा.
- f. Explain the structure of Indian capital market.
भारतीय भांडवल बाजाराची रचना स्पष्ट करा.

Q4) Write answers to the following questions (Any two out of four) [20]

खालील प्रश्नांची उत्तरे लिहा (चार पैकी दोन)

- a. Define money and explain the various functions of money.
पैशाची व्याख्या सांगून पैशाची विविध कार्ये स्पष्ट करा.
- b. State the components of money supply.
पैशाच्या पुरवठ्याचे घटक सांगा.
- c. 3) What is meant by a money market? Explain the features of Indian money market.
3) नाणेबाजार म्हणजे काय ? भारतीय नाणे बाजाराची वैशिष्ट्ये स्पष्ट करा.



- d. Explain the role of SEBI in capital market.
सेबीची भांडवल बाजारातील भूमिका स्पष्ट करा.

* * *

945271

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Banking Paper I (Money and Financial System)****Sub. Code: 106720****Day and Date: MAY ,02-05-2025****Time: 02:30 PM To 05:30 PM****Total Marks: 80**

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

- Special Inst.:** 1) सर्व प्रश्न आवश्यक आहेत
2) उजवीकडील अंक पूर्ण गुण दर्शवतात.



- Q1) A.** A) Choose correct answer from the given alternatives. (2 marks each) अ) [12]
- दिलेल्या पर्यायांपैकी योग्य पर्याय निवडा (प्रत्येकी २ गुण)
- i. The -----function of money as a store of value.
मूल्य संग्रहाचे साधन हे पैशाचे -----कार्य आहे.
- A. Primary प्राथमिक
B. Secondary दुय्यम
C. Contingent अनुषंगिक
D. All of the above वरील सर्व
- ii. Crypto Currency is based on ----- technology.
क्रिप्टो करन्सी ----- तंत्रज्ञानावर आधारित आहे.
- A. Blockchain ब्लॉकचेन
B. Cloud Computing क्लाउड कम्प्युटिंग
C. Artificial Intelligence आर्टिफिशियल इंटेलिजन्स
D. Biometrics बायोमेट्रिक्स
- iii. M1 includes ----- components.
M१ मध्ये ----- घटक समाविष्ट असतात.
- A. Currency + Demand Deposits + Other Deposits चलन + मागणी ठेवी + इतर जमा निधी
B. Currency + Fixed Deposits चलन + मुदत ठेवी
C. Currency + Savings Deposits चलन + बचत ठेवी
D. Cash + Gold Reserves रोख रक्कम + सुवर्णसाठा
- iv. The regulation of the Money market in India is the responsibility of ----- institution.
भारतातील नाणे बाजार नियंत्रित करण्याचे काम ----- संस्थेकडे आहे.
- A. Reserve Bank of India रिझर्व बँक ऑफ इंडिया
B. SEBI सेबी

- C. National Stock Exchange (NSE) नॅशनल स्टॉक एक्सचेंज
D. Ministry of Finance वित्त मंत्रालय



v. Capital market is mainly for ----- term financial transactions.

भांडवल बाजार मुख्यतः ----- कालावधीच्या आर्थिक व्यवहारासाठी असतो.

- A. Short term अल्पकालीन
B. Long term दीर्घकालीन
C. Medium term मध्यम कालावधीसाठी
D. Only for cash transactions केवळ रोख व्यवहारासाठी

vi. Full form of SEBI -----.

सेबी (SEBI) चा फुल फॉर्म -----

- A. Securities and Economic Board of India
B. Securities and Exchange Board of India
C. Stock and Equity Board of India
D. Systematic and Exchange banking of India

B. Match the Correct Pairs योग्य जोड्या लावा

[4]

Group 1

Group 2

1. Financial markets) वित्तीय
बाजारपेठा

a. Market used for long-
term financing दीर्घकालीन वित्त
पुरवठ्यासाठी वापरण्यात येणारा
बाजार

2. Capital markets भांडवल
बाजार

b. Previously issued shares
and bonds are bought and
sold पूर्वी जारी केलेले समभाग
आणि रोखे खरेदी विक्री होतात

3. Primary market प्राथमिक
बाजार

c. A platform for buying and
selling financial instruments
आर्थिक साधनांची खरेदी विक्री
होणारे व्यासपीठ

4. Secondary market दुय्यम
बाजार

d. Initial sale of new stocks
and bonds नव्या समभागांची
आणि रोख्यांची प्रथम विक्री

- A. 1-d,2-c,3-a,4-b
B. 1-c,2-a,3-d,4-b
C. 1-c,2-d,3-b,4-a
D. 1-b,2-c,3-d,4-a

C. C) State whether the statement is correct or incorrect (2 Marks each)

[4]

विधान चूक की बरोबर ते सांगा. (प्रत्येकी २ गुण)

1) The digital rupee is the official currency issued by the Reserve Bank of India.

१) डिजिटल रुपया हा भारतीय रिझर्व्ह बँकेने जारी केलेला अधिकृत चलन आहे.

2) Narrow money supply considers only currency and deposits.

२) संकुचित पैशाचा पुरवठा (Narrow Money) फक्त चलन आणि ठेवींचा विचार करतो.



QP-5073

Q2) Write Short Note (Any Four out of Six) टिपा लिहा (सहापैकी चार) [20]

- a. Features of Digital Rupee डिजिटल रुपयाची वैशिष्ट्ये [5]
- b. Reserve Bank of India's Approach to Measuring Money Supply भारतीय रिझर्व बँकेचा पैशाचा पुरवठा मापन विषयक दृष्टिकोन [5]
- c. Unorganized Money Market in India भारतातील असंघटित नाणे बाजार [5]
- d. Role of SEBI in Capital Market भांडवल बाजारात सेबीची भूमिका [5]
- e. Secondary Functions of Money पैशाची दुय्यम कार्ये [5]
- f. Reforms in Indian Money Market भारतीय नाणे बाजारातील सुधारणा [5]

Q3) Write short answers to the following questions (Any four out of six) खालील प्रश्नांची थोडक्यात उत्तरे लिहा (सहापैकी चार) [20]

- a. Explain the importance of money. पैशाचे महत्त्व सांगा. [5]
- b. Explain the components of money supply. पैशाच्या पुरवठ्याचे घटक स्पष्ट करा. [5]
- c. Explain the role of money market in economic development. नाणे बाजाराची आर्थिक विकासातील भूमिका स्पष्ट करा. [5]
- d. Explain the role of Reserve Bank of India in money market. रिझर्व बँक ऑफ इंडियाची नाणे बाजारातील भूमिका स्पष्ट करा. [5]
- e. Explain the features of capital market. भांडवल बाजाराची वैशिष्ट्ये सांगा. [5]
- f. Explain the functions of financial market. वित्तीय बाजारपेठेची कार्ये सांगा. [5]

Q4) Write answers to the following questions (Any two out of four) खालील प्रश्नांची उत्तरे लिहा (चार पैकी दोन) [20]

- a. What is Crypto Currency? State the features of Crypto Currency. क्रिप्टो चलन म्हणजे काय ? क्रिप्टो चलनाची वैशिष्ट्ये सांगा. [10]
- b. Explain the modern approach of money supply. पैशाच्या पुरवठ्याचा आधुनिक दृष्टिकोन स्पष्ट करा. [10]
- c. Explain the importance of financial system. [10]

वित्तीय रचनेचे महत्त्व सांगा.

- d. Explain the major reforms in the Indian capital market.
भारतीय भांडवल बाजारातील प्रमुख सुधारणा स्पष्ट करा.

[10]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP
2.0)

(106720) Banking Paper I (Money and Financial
System) Part 1 SEM 1



Seat No. **OCT_NOV_2024 WINTER EXAMINATION**

Bachelor of Commerce (NEP 2.0)

Bcom-I Sem I

Sub. Name: SEC I - Managerial Skill Paper I

Sub. Code: 107048

Day and Date: DECEMBER ,06-12-2024

Total Marks: 40

Time: 10:30 AM To 12:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question 1 and 2 are compulsory.

प्रश्न 1 आणि 2 अनिवार्य आहेत.

2. Attempt any three questions from 3 to 6.

3 ते 6 मधील कोणतेही तीन प्रश्न सोडवा .



Q1) Solve following MCQ. बहुपर्यायी प्रश्न (8 प्रश्न) (Choose the correct answer for each of the following questions) खालील प्रत्येक प्रश्नासाठी योग्य उत्तर निवडा **[8]**

i. are the three categories of managerial skills identified by Robert L. Katz

..... रॉबर्ट एल. कॅटझ यांनी ओळखलेल्या व्यवस्थापकीय कौशल्यांच्या तीन श्रेणी आहेत

- A. Leadership, Interpersonal, and Strategic skills अ) नेतृत्व, आंतरवैयक्तिक आणि धोरणात्मक कौशल्ये
- B. Technical, Human, and Conceptual skills ब) तांत्रिक, मानवी आणि संकल्पनात्मक कौशल्ये
- C. Analytical, Technical, and Conceptual skills क) विश्लेषणात्मक, तांत्रिक आणि संकल्पनात्मक कौशल्ये
- D. Operational, Strategic, and Tactical skills ड) ऑपरेशनल, स्ट्रॅटेजिक आणि रणनीतिक कौशल्ये

ii. is an example of technical skills.

..... हे तांत्रिक कौशल्याचे उदाहरण आहे

- A. Resolving team conflicts अ) संघातील संघर्ष सोडवणे
- B. Developing a marketing strategy ब) विपणन धोरण विकसित करणे
- C. Operating specialized machinery or software क) विशेष मशीनरी किंवा सॉफ्टवेअर चालवणे
- D. Conducting performance appraisals ड) कार्यप्रदर्शन मूल्यांकन आयोजित करणे

iii. can conceptual skills improve decision-making in an organization?

..... संकल्पनात्मक कौशल्ये संस्थेमध्ये निर्णयक्षमता सुधारू शकतात

- A. By providing detailed instructions for daily tasks अ) दैनंदिन कामांसाठी तपशीलवार सूचना देऊन
- B. By allowing managers to understand and analyze complex problems holistically ब) व्यवस्थापकांना गुंतागुंतीच्या समस्या समग्रपणे समजून घेण्यास आणि त्यांचे विश्लेषण करण्याची परवानगी देऊन



- C. By minimizing the need for collaboration among departments क) विभागांमधील सहकार्याची गरज कमी करून
D. By focusing solely on technical solutions ड) केवळ तांत्रिक उपायांवर लक्ष केंद्रित करून

iv. is a critical aspect of human skills

..... हा मानवी कौशल्याचा एक महत्त्वाचा पैलू आहे

- A. The ability to perform complex calculations अ) जटिल गणना करण्याची क्षमता
B. The ability to understand and respond to the emotions of others ब) इतरांच्या भावना समजून घेण्याची आणि त्यांना प्रतिसाद देण्याची क्षमता
C. The ability to create detailed project plans क) तपशीलवार प्रकल्प योजना तयार करण्याची क्षमता
D. The ability to use specialized software ड) विशेष सॉफ्टवेअर वापरण्याची क्षमता

v. In the compromising style of negotiation, ... typically happens

वाटाघाटीच्या तडजोड शैलीत, ... सामान्यतः घडते

- A. One party wins while the other loses अ) एक पक्ष जिंकतो तर दुसरा हरतो
B. Both parties find a middle ground and give up something ब) दोन्ही पक्षांना एक मधली जागा सापडते आणि काहीतरी सोडून देतात
C. One party gives in to the other party's demands क. एक पक्ष दुसऱ्या पक्षाच्या मागण्या मान्य करतो
D. The parties avoid any discussion of their issues ड) पक्ष त्यांच्या मुद्द्यांवर कोणतीही चर्चा टाळतात

vi. is the purpose of a 'Conversation around the Circle' activity for interpersonal skills development

..... हा परस्पर कौशल्य विकासासाठी 'वर्तुळात संभाषण' क्रियाकलापाचा उद्देश आहे

- A. To focus on individual work without distractions अ) विचलित न होता वैयक्तिक कामावर लक्ष केंद्रित करणे
B. To encourage equal participation and practice turn-taking in communication ब, समान सहभागाला प्रोत्साहन देणे आणि संवादामध्ये टर्न-टेकिंगचा सराव करणे
C. To compete for who can speak the most क. कोण जास्त बोलू शकते यासाठी स्पर्धा करणे
D. To avoid open communication in group settings ड) गट सेटिंग्जमध्ये खुले संवाद टाळणे

vii. In the Six Thinking Hats method, ... hat focuses on identifying risks and potential problems in a decision

सिक्स थिंकिंग हॅट्स पद्धतीमध्ये, ... टोपी निर्णयातील धोके आणि संभाव्य समस्या ओळखण्यावर लक्ष केंद्रित करते.

- A. White Hat अ) पांढरी टोपी
B. Green Hat ब) हिरवी टोपी
C. Black Hat c) काळी टोपी
D. Yellow Hat ड) पिवळी टोपी



viii. skill is not directly related to analytical thinking

..... कौशल्याचा थेट विश्लेषणात्मक विचारांशी संबंध नाही

- A. Data Analysis अ) माहिती विश्लेषण
- B. Attention to Detail ब) तपशीलाकडे लक्ष द्या
- C. Emotional Expression क) भावनिक अभिव्यक्ती
- D. Problem Solving ड) समस्या सोडवणे

Q2) Write short note (Any two out of three) प्रश्न क्रमांक 2 टीपा लिहा (तीन पैकी कोणतेही दोन) [8]

- a. Need of Conceptual skills अ) संकल्पनात्मक कौशल्याची गरज [4]
- b. Negotiation Styles ब) वाटाघाटी शैली [4]
- c. Core ingredients of Analytical Skills क) विश्लेषणात्मक कौशल्यांचे मुख्य घटक [4]

Q3) What steps do you take to continuously improve your technical skills? Are there specific resources or practices you find most effective? [8]

प्रश्न क्रमांक 3 तुमची तांत्रिक कौशल्ये सतत सुधारण्यासाठी तुम्ही कोणती पावले उचलाल ? तुम्हाला सर्वात प्रभावी वाटणारी विशिष्ट संसाधने किंवा पद्धती कोणत्या आहेत ?

Q4) Give an example of how you would build relationships in your organization? [8]

प्रश्न क्रमांक 4 तुम्ही तुमच्या संस्थेमध्ये कसे संबंध निर्माण कराल याचे उदाहरण द्या ?

Q5) Explain the tips for successful negotiation [8]

प्रश्न क्रमांक 5 यशस्वी वाटाघाटीसाठीच्या टिप्स स्पष्ट करा

Q6) Explain the Do's and Don'ts for interpersonal Skills [8]

प्रश्न क्रमांक 6 आंतरवैयक्तिक कौशल्यांसाठी काय करावे आणि काय करू नये हे स्पष्ट करा

* * *



Seat No. _____

B.com. I Sem. I

QP-5301

Total No. of Pages : 3

MAR/APR 2025 SUMMER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0)

Sub. Name: SEC I - Managerial Skill Paper I

Sub. Code: 107048



Day and Date: MAY ,05-05-2025

Total Marks: 40

Time: 02.30 PM To 04:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question no 1 and 2 are Compulsory

2. Attempt any 3 questions from 3 to 6

Q1) Multiple Choice Questions / बहुपर्यायी प्रश्न

[8]

- i. refers to the blueprint of actions to be taken in the future. / म्हणजे भविष्यात करावयाच्या कार्याचा आराखडा होय.
- A. Direction / निर्देशन
B. Control / नियंत्रण
C. Planning / नियोजन
D. Coordination/ समन्वय
- ii. means the task of getting work done through others. / म्हणजे इतरांकडून काम करून घेण्याचे कार्य होय.
- A. Organization / संघटन
B. Management / व्यवस्थापन
C. Communication / संदेशवहन
D. Strategy / व्युत्तरचना
- iii. For making Strategy decisions in an orgniasation, senior managers must possess Skills. / संघटनेचे धोरणात्मक निर्णय घेण्यासाठी उच्च व्यवस्थापकाकडे कौशल्य असणे गरजेचे आहे.
- A. Human / मानवी
B. Conceptual / संकल्पनात्मक
C. Reading / वाचन
D. Language / भाषा
- iv. Communication Skill are an example of...../ संभाषण कौशल्य हे याचे उदाहरण आहे.
- A. Human Skill / मानवी कौशल्य
B. Conceptual Skill / संकल्पनात्मक कौशल्य
C. Technical Skill / तांत्रिक कौशल्य
D. Organizational Skill / संघटनात्मक कौशल्य
- v. To build strong relationship, resolve conflicts, and achieve personal and professional goals, effective Skills are crucial. / मजबूत नातेसंबंध



निर्माण करण्यासाठी, संघर्षाचे निराकरण करण्यासाठी वैयक्तीक आणि व्यावसाईक उद्दिष्टे साध्य करण्यासाठी प्रभावी कौशल्य महत्वपूर्ण आहेत

- A. Negotiation/ वाटाघाटी
- B. Interpersonal / अंतरवैयक्तिक
- C. Decision making / निर्णय क्षमता
- D. Analytical / विश्लेषणात्मक

vi. For effective Negotiation and mutual understanding are essential Skills / प्रभावी वाटाघाटी करण्यासाठी.....आणि परस्पर समजून घेण्याचे कौशल्य आवश्यक आहे.

- A. Good communication / प्रभावी सवाद
- B. Good work/चांगले काम
- C. Good behavior / चांगले वर्तन
- D. Bad communication / वाईट सवाद

vii. skills are blend of critical thinking, Problem solving and logical reasoning. / कौशल्ये हि गंभीर विचार, समस्या सोडवणे आणि तार्किक तर्क यांचे मिश्रण आहे .

- A. Interpersonal / अंतरवैयक्तिक
- B. Negotiation / वाटाघाटी
- C. Decision making/ निर्णय क्षमता
- D. Analytical / विश्लेषणात्मक

viii. The ability to choose among two or more alternatives is referred to as..... skills. / दोन किंवा अधिक पर्याय मधून जे निर्णय घेतले जातात त्याला..... कौशल्य म्हणतात.

- A. Planning / नियोजन
- B. Control / नियंत्रण
- C. Decision making / निर्णय घेणे
- D. Organization / संघटन

Q2) Write Short Notes (Any two out of Three)

[8]

a. Technical Skill/तांत्रिक कौशल्य

[4]

b. Conceptual Skill/ संकल्पनात्मक कौशल्य

[4]

c. Six Thinking Hats/सिक्स थिंकिंग हॅट

[4]

Q3) Sanket Limited's workers are dissatisfied and demand a salary increase. However, due the company's poor financial conditions, the management is unwilling to approve a raise. You have been appointed as a manager to mediate between the workers and the administration to resolve the issue. / संकेत लिमिटेड कंपनीमध्ये कामगार अस्वस्थ आहेत. त्यांना पगारवाढ हवी आहे. कंपनीची आर्थिक स्थिती चांगली नसल्यामुळे प्रशासन पगारवाढ करण्यास तयार नाही. अश्या परिस्थितीत व्यवस्थापक म्हणून आपली नेमणूक करण्यात आली आहे. तुम्हाला कामगार आणि प्रशासन दोघांच्यामध्ये संवाद साधून हा प्रश्न सोडवायचा आहे.

[8]

a. What skill should you possess for this task? Explain Their Importance. /

यासाठी तुमच्याकडे कोणती कौशल्ये असली पाहिजे ? त्याचे महत्त्व स्पष्ट करा.

Q4) You have been appointed as a senior manager and responsible for preparing the long term business Plan. You need to develop Strategies to boost sales. / [8]

तुमची उच्च व्यवस्थापक म्हणून नेमणूक केली आहे तुम्हाला संपूर्ण व्यवसायाचे दीर्घकालीन नियोजन तयार करायचे आहे. विक्री वाढवण्यासाठी व्युत्तरचना आखायची आहे.

a. What Managerial Skills should you have? Discuss./ तुमच्याकडे कोणते व्यवस्थापकीय कौशल्ये असले पाहिजे ? चर्चा करा.



Q5) You are Manager in a medium sized organisation. In the coming days, the cost of raw materials is expected to rise by 10 %, affecting the company's profits. / [8]

तुम्ही एका मध्यम साईज च्या कंपनीत व्यवस्थापक म्हणून आहात. पण येत्या काही दिवसात कच्च्या मालाच्या किमतीत १०% वाढ होणार आहे. त्याचा परिणाम संघटनेच्या नफ्यावर होणार आहे.

a. How will you negotiate with the raw material suppliers?/ तुम्ही कच्च्या मालाच्या पुरवठाधारकाशी काशा प्रकारे वाटाघाटी करणार आहात ?

b. What Strategy will you adopt to maintain Profitability?/ तुम्ही कोणती व्युत्तरचना फायद्यासाठी वापरणार आहात ?

Q6) You are the head of the marketing department of a company. You tried to communicate with everyone, but due to time constraints, you could not reach some individuals. Additionally, some employees ignored your instructions, resulting in decreased productivity. / [8]

तुम्ही एका कंपनीच्या मार्केटिंग विभागाच्या प्रमुख आहात. तुम्ही प्रत्येक व्यक्तीशी संवाद साधण्याचा प्रयत्न केला पण वेळेत काही जणांशी संपर्क साधता आला नाही. तसेच काही व्यक्तींनी तुम्ही सांगितलेल्या सूचनांकडे दुर्लक्ष केले. त्यामुळे उत्पादकता घटली.

a. How will you resolve disputes at work? Explain your approach. / कामावर असलेल्या विवादाबाबतचे निराकरण तुम्ही कसे केले त्याबद्दल आम्हाला सांगा.

b. What expectation do you have from your colleagues? / तुमच्या सहकार्यांकडून तुम्हाला काय अपेक्षा आहेत ?

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0) (107048) SEC I - Managerial Skill Paper I Part 1 SEM 1

OE- Marathi

QP-2481

Seat No. _____

Total No. of Pages : 2

OCT_NOV_2024 WINTER EXAMINATION

11851 Other Elective (All Faculty)

Sub. Name: Marathi Bhasheche Antrang

Sub. Code: 106755

Bcom-I, Sem-I



Day and Date: DECEMBER ,15-12-2024

Total Marks: 40

Time: 02.30 PM To 04:00 PM

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

Q1) योग्य पर्याय निवडा.

[10]

- i. लोकांनी धर्म बदलला तरी भाषा व संस्कृतीची इतर अंगे पूर्ववत राहिली पाहिजेत असे मत कोणत्या विचारवंताने प्रतिपादन केले आहे ?
 - A. लोकमान्य टिळक
 - B. महात्मा गांधी
 - C. सुभाषचंद्र बोस
 - D. रे. ना. वा. टिळक
- ii. निरनिराळ्या पेशातील, धंद्यातील रूपके भाषेत प्रविष्ट झाली तर मराठी भाषेत कशाचा भरणा होईल ?
 - A. शब्दांचा
 - B. अर्थाचा
 - C. वाक्याचा
 - D. बोलणान्याचा
- iii. देहबोली म्हणजे कशा वाचून संवाद साधणारी भाषा असते ?
 - A. अर्थावाचून
 - B. बोलावाचून
 - C. शब्दावाचून
 - D. ध्वनीवाचून
- iv. एकेकाळी राजकारणात पल्लेदार भाषणे केली जात. आता मात्र कसा बोलणारा पुढारी लोकांना अधिक आवडतो ?
 - A. खोटे बोलणारा
 - B. मोजके पण स्पष्ट बोलणारा
 - C. विनोदी बोलणारा
 - D. टीका करणारा
- v. प्राचीन काळातल्या भारतात संस्कृत भाषा ही सामान्य लोकांची कोणत्या माध्यमाची भाषा नव्हती.
 - A. लिहिण्याची
 - B. वाचण्याची
 - C. बोलण्याची
 - D. ग्रंथाची

Q2) लघुत्तरी प्रश्न (दोन पैकी एक) सोडवा.

- a. भाषा आणि संस्कृती या दोन्ही व्यक्तीजीवनातून प्रकट होतात स्पष्ट करा.
- b. सुबोध व सुलभ अशा स्वभाषेचा वापर ही आपली भाषा रुजवण्याची सर्वकष रणनीती ठरेल , हे थोडक्यात स्पष्ट करा.

Q3) • दीर्घोत्तरी प्रश्न (कोणताही एक) सोडवा.

[20]

- a. विविध व्यवसायिकांच्या भाषेतील शब्दांचा स्वीकार केला तर भाषा समृद्ध होईल सविस्तर विशद करा. **[20]**
- b. राजकारणी लोकांची भाषा कशी असते ? ते ग. प्र. प्रधान यांच्या लेखाच्या आधारे सविस्तर स्पष्ट करा. **[20]**

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (106755) Marathi Bhasheche Antrang Part 1 SEM 1

Seat No.

B.Com-I Sem I

Total No. of Pages : 2

MAR _APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Marathi Bhasheche Antrang****Sub. Code: 106755****Day and Date: APRIL ,27-04-2025****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) योग्य पर्याय निवडा (प्रत्येकी २ गुण)****[10]**

- i. कोणता ग्रंथ विश्वातील प्राचीनतम ग्रंथ म्हणून प्रसिद्ध आहे ?
A. ऋग्वेद
B. सामवेद
C. यजुर्वेद
D. अथर्ववेद
- ii. "मातृभाषेचा दुराभिमान माझ्या ठिकाणी नाही, पण अभिमान मात्र आहे" हे विधान कोणी केले आहे ?
A. केशवसुत
B. केशवकुमार
C. कुसुमाग्रज
D. करंदीकर
- iii. "सरकारचे डोके ठिकाणावर आहे काय" हा अग्रलेख कोणी लिहिला ?
A. शिवराम परांजपे
B. यशवंतराव चव्हाण
C. महात्मा गांधी
D. लोकमान्य टिळक
- iv. स्त्री आपले दुःख बऱ्याचदा कोणत्या भाषेतून सांगते ?
A. भावनिक
B. व्यवहारिक
C. काव्यमय
D. प्रेमळ
- v. स्वतःच्या मनाचा थांग लागणार नाही अशा रीतीने भाषेचा कौशल्याने वापर कोण करते ?
A. तंज्ञ अभ्यासक
B. मुरब्बी राजकारणी
C. चतुर स्त्री
D. सुज्ञ वक्ता

Q2) लघुत्तरी प्रश्न (दोन पैकी एक)**[10]**

- a. राजकीय संदर्भानुसार भाषेचा वापर कसा बदलतो हे ग.प्र प्रधान यांच्या 'राजकारणी लोकांची भाषा' या [10]
लेखाच्या आधारे स्पष्ट करा ?
- b. भाषा अभ्यासक गणेश देवी यांच्या मते भाषा म्हणजे काय ? थोडक्यात विवेचन करा ?

Q3) दीर्घोत्तरी प्रश्न.

[20]

- a. श्री. म. माटे यांच्या मते व्यावसायिक भाषेतील शब्दांचा स्वीकार केला तर भाषा समृद्ध होते, सोदाहरण [20]
विवेचन करा ?
- b. देहबोली म्हणजे काय ? सांगून देहबोलीचे स्वरूप आणि वैशिष्ट्ये स्पष्ट करा ?



End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (106755) Marathi Bhasheche Antarang Part 1 SEM 1

Seat No. **MAR-APR 2025 SUMMER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Micro Economics Paper-I****Sub. Code: 59638/71471/87963** B.com. I sem ±**Day and Date: APRIL ,24-04-2025****Time: 02.30 PM To 04:00 PM****Total Marks: 40****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Q1) Solve following MCQ. बहुपर्यायी प्रश्न****[8]**

i. The technical and functional relationship between inputs and output is called.

आदान आणि प्रदान या दोहोंमधील तांत्रिक व कार्यात्मक संबंधाला, म्हणतात.

A. Production function

उत्पादन फलन

B. Consumption Function

उपभोग फलन

C. Price Function

किंमत फलन

D. Demand function

मागणी फलन

ii. The main objective industrial organisation is

उद्योग संस्थेचे..... हे मुख्य उद्दिष्ट असते.

A. long term asset market

दीर्घकाळ अस्तित्व

B. maximum profit

महत्तम नफा

C. Reputation in the market

बाजारात नावलौकिक

D. Financial Stability

वित्तीय स्थैर्य

iii. Demand forecasting is.....

मागणीचे पूर्वानुमान म्हणजे..... होय.



- A. elasticity of demand
मागणीची लवचिकता
- B. demand forecasting
मागणीचा अंदाज वर्तवणे
- C. both a and b
दोन्ही अ व ब

- D. none of these
यापैकी नाही

iv. Cost of the final product is called.....

उत्पादनाच्या शेवटच्या नगासाठी होणारा खर्च म्हणजे.....

- A. average
सरासरी
- B. total
एकूण
- C. marginal
सीमांत
- D. opportunity
संधी

v. Any goods or services produced through the process of production are called...
उत्पादनाच्या प्रक्रियेतून निर्माण होणाऱ्या कोणत्याही वस्तू किंवा सेवांना.....,..... म्हणतात.

- A. Input
आदान
- B. Output
प्रदान
- C. Utility
उपयोगिता
- D. By Production
उपफल

vi. when more than one good has to be demanded together to satisfy in need
such demand is called.....

एखादी गरज भागवण्याकरता जेव्हा एकापेक्षा अधिक वस्तूंची मागणी एकत्रितपणे करावी लागते तेव्हा अशा मागणीस..... म्हणतात.

- A. Total demand
एकूण मागणी
- B. Marginal demand



सीमांत मागणी

- C. Average demand
सरासरी मागणी
- D. joint demand
संयुक्त मागणी

vii. Market average and marginal revenue are equal.

..... बाजारात सरासरी व सीमांत प्राप्ती समान असतात

- A. Monopoly
मक्तेदारी
- B. perfect competition
पूर्ण स्पर्धा
- C. imperfect competition
अपूर्ण स्पर्धा
- D. none of these
यापैकी नाही.

viii. The sensitivity of the quantity demanded of the good to change in an individual income can be seen from.....

व्यक्तीच्या उत्पन्नात बदल झाला असता मागणी केल्या जाणाऱ्या वस्तूंची नगसंख्या कितपत संवेदनशील राहते हे वरून कळू शकते.

- A. price elasticity
किंमत लवचिकतेवरून
- B. Income elasticity
उत्पन्न लवचिकतेवरून
- C. Cross elasticity
छेदक लवचिकतेवरून
- D. None of Above
यापैकी नाही

Q2) Explain the types of elasticity of demand
मागणीच्या लवचिकतेचे प्रकार स्पष्ट करा.

[8]

किंवा (or)

Explain the modern approach to production cost.
उत्पादन खर्चाबाबतचा आधुनिक दृष्टिकोन स्पष्ट करा.

Q3) Explain the law of variable proportion.

[8]



QP-4472

बदलत्या प्रमाणाचा नियम स्पष्ट करा

किंवा (or)

Explain the methods of forecasting demand
मागणीचा अंदाज वर्तविण्याच्या पद्धती स्पष्ट करा.

Q4) Write short Answer (Any two out of Three) थोडक्यात उत्तरे लिहा (कोणतेही दोन).

[8]

- a. Concept of opportunity cost
संधी खर्चाची संकल्पना
- b. Explain the External economies
बहिर्गत बचती कोणत्या आहेत ते सांगा.
- c. Fixed variable inputs.
स्थिर आणि बदलते आदान

Q5) Write short note (Any two out of Three) टिपा लिहा (कोणतेही दोन)

[8]

- a. Income effect
उत्पन्न परिणाम
- b. Consumer survey method
ग्राहक सर्वेक्षण पद्धती
- c. Cross elasticity of demand
मागणीची छेदक लवचिकता

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (778) B.Com.(Sem) (59638) Business Economics Paper - I Part 1 SEM 1
- 2] (7822) Bachelor of Commerce (NEP20) (87963) Micro Economics Paper-I Part 1 SEM 1
- 3] (7801) Bachelor of Comm. (CBCS) (71471) Micro Economics Paper-I Part 1 SEM 1

SC-02

Total No. of Pages : 4

A Seat No	



B.Com. (Part I) (Semester I) (NEP - 2020)
Examination, November - 2024
Micro - Economics (Paper I)
Sub. Code : 87963

Day and Date : Wednesday, 27/11/2024

Total Marks : 40

Time : 10.30 a.m. to 12.00 p.m.

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

Q 1) Choose the appropriate answer and write in the answer sheet. (8)

1. Cardinal Utility approach studied by.....
 - A) Dr. Marshal
 - B) Prof. J.M. Keynes
 - C) Prof. Smith
 - D) Prof. Schmpeter
2. The slope of Expansion path is.....
 - A) Upward
 - B) Downward
 - C) Vertical to OY
 - D) Paralall to OX
3. Indifference curve is related to good .
 - A) Jiont
 - B) Sustitute
 - C) Superior
 - D) Inferior
4. The functional relation between input and output is called as.....
 - A) Production Function
 - B) Supply Function
 - C) Demand Function
 - D) Revenue Function
5. Survey Method of demand forecasting used in.... period.
 - A) Long
 - B) Medium
 - C) Short
 - D) Very Few

7. Law of returns to scale experienced in period.

8. The Shape of Average Cost curve in Short Period is....

- A) M B) U
C) L D) V

Q.2) Explain Survey Method of demand fore casting. (8)

Explain the properties of indifference curve.

Q.3) Explain the Law of variable proportionate theory. (8)

Explain the Revenue curve under monopoly.

Q.4) Write short answers (Any Two) (8)

- A) Explain Income Effect.
- B) Explain External Economies.
- C) Explain the concept of Total cost.

Q.5) Write short notes (Any two) **(8)**

- A) Law of demand
B) Concept of Production function
C) Average and Marginal Revenue

मराठी रुपांतर

सूचना : 1) सर्व प्रश्न आवश्यक आहेत.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.



प्र.1) योग्य उत्तर निवडा आणि उत्तर पत्रिकेत लिहा.

(8)

- 1) संख्यावाचक उपयोगिता दृष्टिकोन यांनी अभ्यासला.

अ) डॉ. मार्शल	ब) प्रो. जे. एम. केन्स
क) प्रो. स्मिथ	ड) प्रो. शुम्पिटर
- 2) विस्तारपथाचा उतार असतो.

अ) वर जाणारा	ब) खाली येणारा
क) अय अक्षाला समांतर	ड) अक्ष अक्षाला समांतर
- 3) समवृत्ती सिद्धांत वस्तूशी संबंधित आहे.

अ) पूरक	ब) पर्यायी
क) उच्च प्रतीच्या	ड) कनिष्ठ
- 4) आदाने व प्रदाने यातील फलनात्मक सहसंबंधास म्हणतात.

अ) उत्पादन फलन	ब) पुरवठा फलन
क) मागणी फलन	ड) प्राप्ती फलन
- 5) मागणी पूर्वानुमानाची सर्वेक्षण पद्धती काळात वापरली जाते.

अ) दीर्घ	ब) मध्यम
क) अल्प	ड) अति अल्प
- 6) दीर्घकालीन उत्पादन फलाच्या अवस्था आहेत.

अ) 1	ब) 3
क) 2	ड) 5
- 7) प्रमाण फलाचा नियम..... कालावधीत अनुभवास येतो.

अ) दीर्घ	ब) मध्यम
क) अल्प	ड) अति अल्प



8) अल्पकाळात सरासरी खर्चाचा वक्र आकाराचा असतो.

अ) M

ब) U

क) L

ड) V

प्र.2) मागणी पूर्वानुमानाची सर्वेक्षण पद्धती स्पष्ट करा. (8)

अथवा

समवृत्ती वक्राची वैशिष्ट्ये स्पष्ट करा.

प्र.3) बदलत्या प्रमाण फलाचा नियम स्पष्ट करा. (8)

अथवा

मत्केदारीतील प्राप्ती वक्र स्पष्ट करा.

प्र.4) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) (8)

अ) उत्पन्न परिणाम स्पष्ट करा.

ब) बहिर्गत बचती स्पष्ट करा.

क) एकूण खर्च ही संकल्पना स्पष्ट करा.

प्र.5) टीपा लिहा (कोणत्याही दोन) (8)

अ) मागणी नियम

ब) उत्पादन फलन

क) सरासरी व सीमांत प्राप्ती



Seat
No.

Total No. of Pages : 2

Oct.-Nov. 2024 Examination

B.Com. (Part I) (Semester - I) Business Mathematics (GEC-B2)

Algebra and Commercial Arithmetic (Paper-I)

Sub. Code: 87972

Day and Date : Monday, 02-12-2024

Total Marks : 40

Time : 10:30 am to 12:00 pm

Instruction :

- 1) Q.1 and Q.6 is Compulsory.
- 2) Solve any THREE questions from Q.2 to Q.5
- 3) Figures to the right indicate full marks.
- 4) Use of nonprogrammable calculator is allowed.

Q.1 Select the correct alternative and rewrite the statement.

(08)

i) If $A = \begin{bmatrix} 1 & 0 \\ -4 & 3 \end{bmatrix}$ and $B = \begin{bmatrix} 2 & 3 \\ -1 & -6 \end{bmatrix}$, then $2A - 3B =$ -----

A) $\begin{bmatrix} 4 & 9 \\ 5 & -24 \end{bmatrix}$ B) $\begin{bmatrix} -4 & 9 \\ -5 & 24 \end{bmatrix}$ C) $\begin{bmatrix} -4 & -9 \\ -5 & -24 \end{bmatrix}$ D) $\begin{bmatrix} -4 & -9 \\ -5 & 24 \end{bmatrix}$

ii) If 15 books costs Rs.240 then the cost of 24 books is ____

A) Rs. 384 B) Rs. 372 C) Rs. 390 D) Rs. 395

iii) Which of the following sequence is a Geometric Progression?

A) 2, 6, 10, 14, ----- B) 7, 14, 28, 54, -----

C) 2, 7, 12, 17, ----- D) 8, 16, 48, 196, -----

iv) A matrix in which the number of rows is equal to the number of columns is called ____

A) Row matrix

B) Column matrix

C) Square matrix

D) Rectangular matrix

v) 12.5% of 960 is

A) 48

B) 120

C) 90

D) 60

vi) Which of the following is a non-singular matrix ?

A) $\begin{bmatrix} 2 & 3 \\ 4 & 6 \end{bmatrix}$

B) $\begin{bmatrix} 2 & 3 \\ 6 & 9 \end{bmatrix}$

C) $\begin{bmatrix} 4 & 3 \\ 8 & 6 \end{bmatrix}$

D) $\begin{bmatrix} 2 & 3 \\ 6 & 4 \end{bmatrix}$



SG-285

vii) Consider the sequence 3, 6, 12, 24, - - - then the 7th term is _ _ _ _

- A) 192 B) 184 C) 176 D) 198

viii) A manufacturer of furniture makes two types product chairs & tables. The processing of these products is done on two machines on A & B. A chair requires 2 hours on Machine A and 6 hours on machine B. A table requires 5 hours on machine A & no time on machine B. There are 16 hours on machine A and 30 hours machine B are available. Profit gained by manufacture from a chair is Rs.10 and on table is Rs.50. Then formulation of the L.P.P. to get the maximum profit is _ _ _ _

- A) Maximize $z = 10x + 50y$ Subject to $2x + 5y \leq 16$, $6x \geq 30$, $x \geq 0$, $y \geq 0$
B) Maximize $z = 10x + 50y$ Subject to $2x + 5y \geq 16$, $6x \leq 30$, $x \geq 0$, $y \geq 0$
C) Maximize $z = 10x + 50y$ Subject to $2x + 5y \leq 16$, $6x \leq 30$, $x \geq 0$, $y \geq 0$
D) Maximize $z = 10x + 50y$ Subject to $2x + 5y \geq 16$, $6x \geq 30$, $x \geq 0$, $y \geq 0$

Q.2 Define Arithmetic Progression (A.P.). The 4th and 9th terms of an A.P. are 39 and 24 respectively. Find 33rd term (T_{33}) and sum of first 33 terms (S_{33}). (08)

Q.3 If $A = \begin{bmatrix} 1 & -1 \\ 2 & 3 \end{bmatrix}$ and $B = \begin{bmatrix} 2 & 1 \\ 1 & 0 \end{bmatrix}$, Then show that $(A + B)^2 \neq A^2 + 2AB + B^2$. (08)

Q.4 The difference between simple interest and compound interest on certain sum for 2 year at 4% per annum is Rs. 320. What was the sum? (08)

Q.5 Solve the following linear programming problem

Maximize $z = 5x + 6y$ subject to the constraints

$$3x + 4y \leq 60, \quad 8x + 4y \leq 100, \quad x \geq 0, \quad y \geq 0. \quad (08)$$

Q.6 Write note on (Any TWO) (08)

- (i) Ratio and Proportion
- (ii) Simple interest and Compound interest.
- (iii) Diagonal matrix and Scalar matrix

◆◆◆

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0) Bcom. I sem. I****Sub. Name: SEC I -Accounting Skills (Preparation of Vouchers) Paper I****Sub. Code: 107047****Day and Date: DECEMBER ,06-12-2024****Time: 10:30 AM To 12:00 PM****Total Marks: 40****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1.Question no 1 is compulsory.****2.Solve any 4 questions from Question no 2 to Question no 6.****3. Return the question paper to the Jr. Supervisor after completion of paper****4. Use of simple calculator is allowed****Q1) A. Choose correct alternative and write the answer under each question. [5]**

- i. ----- is a document that supports a payment made or received by the businessmen.

Your Answer: -----

- A. Reports
- B. Notices
- C. Voucher
- D. Written Instructions

- ii. An employee fills out a purchase requisition and submits it to the company's ----- department.

Your Answer: -----

- A. Sales
- B. Marketing
- C. Purchasing
- D. Finance

- iii. A----- involves of a record of goods that the buyer has received from supplier.

Your Answer: -----

- A. Purchase Requisition
- B. Purchase order
- C. Goods Received Note
- D. Quotation

- iv. ----- is a commercial document issued by a seller to a buyer relating to a sale transaction and indicating the products description and agreed prices for products or services.

Your Answer: -----

- A. Invoice
- B. Account Sales



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- C. Goods Dispatched Note
- D. Debit Note

v. "----- is a statement specifying the price at which the goods are sold, the commission earned by the consignee, the expenses incurred by the consignee on behalf of the consignment"

Your Answer: -----

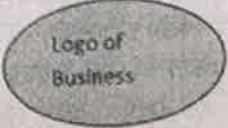
- A. Invoice
- B. Debit Note
- C. Goods Dispatched Note
- D. Account Sales

B. State true or false.

[3]

- A. Purchase requisition reduces the risk of unauthorized purchases, overspending and fraud. Your Answer: -----
- B. A cheque is valid for a period of 6 months after the date of issue of cheque. Your Answer: -----
- C. Price Adjustment and Goods Return are the main purposes of preparing Debit Note. Your Answer: -----
- D. null

Q2) You have provided a Specimen of Cash Memo. Prepare a Cash Memo in following in given blank space for sale of stationery with at least four items of stationery with imaginary prices . You can fill all the information required in the form by your mind but, it should be appropriate. **[8]**

		Business Name (seller)		
		Address of Business		
		GSTN No.		
CASH MEMO				
S. No: _____		Date: _____		
Name of the Buyer: _____		Tax Registration No. _____		
Address: _____				
Sr	Description	Quantity	Rate	Total
Grand Total				
Amount in words _____				Sign of seller

Note: (If any) _____				Sign of customer
Stamp as 'Cash Paid' or 'Cash Received'				



- Q3)** Mr. Bhartkumar purchased goods worth Rs.15000 from Shah and Trading Firm on 14th October 2024. For that he gave Shah a bearer cheque of Bank of Maharashtra. Based on the above information and other necessary imaginary details (account no., signature, etc.) you are required draw a format of the cheque issued by Bhartkumar in given space. **[8]**



बैंक ऑफ महाराष्ट्र
Bank of Maharashtra

G1 M5 JAY SINGPUR
GHODAPAT BLDG, NEAR RAM MANDIR,
LANE No.9, JAY SINGPUR
TQ SHIRDI DIST. KOLHAPUR 415121
IFSC Code : [REDACTED]

Valid for 3 Months from the date of issue
D D M M Y Y Y Y

Pay अदा करें _____ Or Bearer
Rupees रुपये _____ या धारक को

₹ [REDACTED]

A/c No. [REDACTED]

Payable at par at all the branches of Bank of Maharashtra.

[REDACTED]

Signature(s)
[REDACTED]

* 2 2 0 5 3 3 * 4 1 6 0 1 4 0 1 8 1 : 0 0 0 3 2 8 * 1 0

- Q4)** You have provided a Specimen of Goods Received Note. Fill up [8]
a Goods Received Note for purchase of furniture with at least three items of
furniture with imaginary specifications. You can fill all the information
required in the form by your mind but, it should be appropriate. Specimen is
given below:

Name of the Business				
Address:			Logo	
Goods Received Note				
Supplier Name:		Date & Time:		
Purchase Order Number :		Delivery Location:		
Reference Number:				
Sr. No.	Description	Size	Quantity	Specifications
1.				
2.				
3.				
Total				
Received By : _____			Checked By: _____	
(Name & Sign)			(Name & Sign)	

- Q5)** Mr. Amit purchased Stationery from M/S Sun Stationery and Supply's on 23rd [8]
Sept, 2024. Out of that following stationery returned due to the not as per ordered
specifications on 25th Sept, 2024. Fill up the given format of Credit Note issued by
M/S Sun Stationery and Supply's considering following details and students can
use other necessary information according to their imagination. (like Purchase order
no., Credit note no, Purchase order no etc.)

- Note Books, 140 pages A5 Size, Quantity- 1 Dozens, Specifications- Due to Different size
- Blank Paper Rims, Quantity - 2 Rims, Specifications- Different company
- Office Files, Quantity - 6, Specifications- Due to Low quality

Address:		Name of Business		Logo	
Credit Note					
Customer Name:			Credit Note Number:		
Address:			Date:		
Purchase Order Number:			Invoice Number:		
Sr. No.	Description	Size	Quantity	Specifications	
1.					
2.					
3.					
Total					
(Name & Sign)					



Q6) Rudra Mills Ltd. of Ahamadnagar sent 100 pieces shirting to Fantasy Stores, Delhi, [8]
on consignment basis. The consignees are entitled to receive 5 % commission plus
expenses. The cost to Rudra Mills Ltd. is Rs 600 per piece.

Fantasy Stores, Delhi, pay the following expenses:

Railway Freight, etc. Rs 1,000

Godown Rent and Insurance Rs 1,500

Raja Mills Ltd., take advance from consignees of Rs 30,000. 40% of the total
consignment sold on credit. Later Fantasy Stores, Delhi, report that the entire
consignment has been sold for Rs 78,000. On the basis of above information, You
are required to fill the Account Sales which is prepared and sent to Consignor by
consignee. Students can use some of information needed their own imagination.



Specimen of Account Sales

Account Sales

Name of the Consignee
Address, Website, Email
Contact Nos.

L
O
G
O

Reference No.

Date

To,

Name and address of the Consignor

Credit Sales

Sr.	Name of the Products / Goods	Particulars / Details	Quantity	Rate Per Unit	Total Price
Total					
Amount recovered					
Amount recoverable					

Cash Sales

Sr.	Name of the Products / Goods	Particulars	Quantity	Rate Per Unit	Total Price
Total					
Gross Total (Cash Sales + Credit Sales)					
Advance					
Expenses					
Commission					
Amount sent					
Balance amount payable					

Stock

Sr.	Name of the Products / Goods	Particulars / Details	Quantity	Consignment Rate Per Unit	Total Price
Total					

Seal and Signature of the Consignee

E. & O. E



SC-01

Total No. of Pages : 4

Seat No	



B.Com. (Part I) (Semester I) (Based on NEP)
Examination, November - 2024
Financial Accounting (Paper I)
Sub. Code : 87962

Day and Date : Tuesday, 26/11/2024

Total Marks : 40

Time : 10.30 a.m. to 12.00 p.m.

- Instructions :**
- 1) Question 1 and 2 are compulsory.
 - 2) Attempt any three questions from question number 3 to 6.
 - 3) Figures to the right indicate full marks.

Q. 1) MCQ (8 MCQ each for one mark) (8)

1. Capital is liability of the business. This statement is based on -----.
a) Going Concern Concept b) Cost Concept
c) Business Entity Concept d) Accounting Period Concept
2. Accounting is a of business.
a) Language b) Document
c) balancing d) Ledger
3. Consignment account is of the nature of a account.
a) Real b) Personal
c) Nominal d) None of these
4. Del-credere commission is allowed to the consignee to bear
a) Normal loss b) Abnormal loss
c) Loss on account of bad-debts d) None of these
5. When two or more firms come together to form a new partnership it is called as of partnership firm.
a) Amalgamation b) Absorption
c) Reconstruction d) Desolation



(8)

1. Amalgamation
2. Dual Aspect Concept
3. Pro-forma Invoice

Q.3) The following are Balance Sheet of *P&Q* and *R&S* at the date of amalgamation on 31-3-2022.

Balance Sheet as on 31-3-2022

Liabilities	P &Q	R & S	Assets	P &Q	R & S
Sundry Creditor	2,15,000	2,10,000	Office Furniture	5,000	10,000
Reserve Fund	-	1,15,000	Investment	80,000	
Capital - P	2,50,000		Stock	3,00,000	2,00,000
-Q	1,50,000		Sundry Debtors	2,00,000	2,45,000
-R		1,90,000	Cash at bank	30,000	10,000
-S		1,10,000	Leasehold Premises		1,20,000
			Goodwill		40,000
	6,15,000	6,25,000		6,15,000	6,25,000

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

1. Rs 4,000 are reserved for doubtful debts.
2. The stock & furniture be depreciated by 10%.
3. That investment be taken over at Rs 1,00,000.
4. Goodwill is valued at Rs 40,000 .
5. That Rs 3,000 be reserved for discount on creditors.

The following adjustment was agreed upon in the balance sheet of R&S.

1. Sundry debtors, stock and furniture be taken over at book figures.
2. That the leasehold premises and goodwill be valued at Rs.1,80,000 and 60,000 respectively.

The capital of P, Q, R& S in the new firm were fixed at Rs 3,00,000, 2,00,000, Rs 3,00,000, 2,00,000 respectively.

You are required to Prepare:

- a) Revaluation Account and Partner Capital Account in the books of (8)
P&Q firm.

Q. 4) Sachin consigned goods costing Rs 40,000 to Rahul. Sachin paid Rs 1,500 for freight, Rs 200 for carriage and Rs 300 Insurance.

Rahul spent Rs 200 for clerine the goods, Rs 100 for cartage and Rs 200 godown rent. Rahul sold $1/2$ (one-half) of goods for Rs 30,000 on credit and remaining $1/2$ (one half) were sold for Rs 20,000 . Rahul is entitled to a commission of 5% on gross sales and del-credere commission on credit sales at 2% Write up consignment account. (8)

Q.5) Nikil Kotacha, Tasgaon, a Chartered Accountant commenced his practice on 1/4/2021 at Palus. For his office he purchased furniture of Rs 1,23,000, Computers Rs 50,000, Printer, Scanner and copier Rs 22,000 . His other receipts and payments for the first year are as follows:

Receipts- Fees Rs 3,00,000 and Sundry receipts Rs 5,000.

**SC-01**

Payments- Office Expenses Rs 84,000 and salary of staff Rs 96,000.
He decided to charge depreciation on furniture at Rs 10% and other Assets 20%.

He has no time to prepare his own account and hence request you to prepare Receipts and Expenditure Account for the year and Balance Sheet at the end of first year. (8)

Q.6) The following are Balance Sheet of two firms *A&B* and *C&D* at the date of amalgamation on 31-3-2022.

Balance Sheet as on 31-3-2022

Liabilities	A & B	C & D	Assets	A & B	C & D
Partners Capital - A	2,50,000		Cash in Hand	20,000	10,000
- B	1,50,000		Stock	3,00,000	1,40,000
- C	-	1,00,000	Furniture	80,000	40,000
- D	-	90,000			
	4,00,000	1,90,000		4,00,000	1,90,000

Additional information:

3. A & B were equal partners. C & D shared profit and losses in the ratio of 3: 1.
4. The two firms decided to amalgamate as from 1-4-2022. They agreed to revalue the assets of both the firm as follows.
 - c) Stock to be appreciated by 20%.
 - d) Furniture to be depreciated by 10%.

Prepare:-Revaluation Account and Partner Capital Account in the books of C & D firm. (8)



SK-01

Total No. of Pages : 4

Seat No	

B.Com. (Part - I) (Semester - I) (NEP)
Examination, April- 2025
Financial Accounting (Paper - I)
Sub. Code : 87962/46695 / 59640 / 71473

Day and Date : Wednesday, 30/04/2025

Total Marks : 40

Time : 2.30 p.m. to 4.00 p.m.

- Instructions :**
- 1. Question numbers 1 and 2 are compulsory.**
 - 2. Attempt any three questions from question numbers 3 to 6.**
 - 3. Figures to the right indicate full marks.**

Q.1) MCQ (8 MCQ each for one mark) (8)

- Accounting is a of business.
 - a) Language
 - b) Document
 - c) Balancing
 - d) Ledger
- Capital is liability of the business. This statement is based on
 - a) Going Concern Concept
 - b) Cost Concept
 - c) Business Entity Concept
 - d) Accounting Period Concept
- When two or more firms come together to form a new partnership is called as of partnership firm.
 - a) Amalgamation
 - b) Absorption
 - c) Reconstruction
 - d) Desolation
- Increase in the value of assets and decrease in the value of liability shows.....
 - a) Capital Profit
 - b) Revaluation Loss
 - c) Revaluation Profit
 - d) Capital Loss
- Receipt and Expenditure A/c is
 - a) Real
 - b) Personal
 - c) Nominal
 - d) None of these

- (8)

- 2

**SK-01****Additional information:**

- 1) A & B were equal partners. C & D shared profit and losses in the ratio of 3: 1.
- 2) The two firms decided to amalgamate as from 1-4-2022. They agreed to revalue of the assets of both the firm as follows.
 - a) Stock to be appreciated by 20%.
 - b) Furniture to be depreciated by 10%.

Prepare:-Revaluation Account and Partner Capital Account in the books of A & B firm (8)

Q.4) The following are Balance Sheet of P & Q and R & S at the date of amalgamation on 31-3-2022.

Balance Sheet as on 31-3-2022

Liabilities	P & Q	R & S	Assets	P & Q	R & S
Sundry Creditor	2,15,000	2,10,000	Office Furniture	5,000	10,000
Reserve Fund	-	1,15,000	Investment	80,000	
Capital - P	2,50,000		Stock	3,00,000	2,00,000
- Q	1,50,000		Sundry Debtors	2,00,000	2,45,000
- R		1,90,000	Cash at bank	30,000	10,000
- S		1,10,000	Leasehold Premises		1,20,000
			Goodwill		40,000
	6, 15, 000	6, 25, 000		6, 15, 000	6, 25, 000

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

1. Rs 4,000 are reserved for doubtful debts.
2. The stock and furniture be depreciated by 10%.
3. That investment be taken over at Rs 1,00,000.
4. Goodwill is valued at Rs 40,000 .

5. That Rs 3,000 be reserved for discount on creditors.

The following adjustment was agreed upon in the balance sheet of R&S.

1. Sundry debtors, stock and furniture be taken over at book figures.
2. That the leasehold premises and goodwill be valued at Rs.1,80,000 and 60,000 respectively.

The capital of P, Q, R & S in the new firm were fixed at Rs. 3,00,000, 2,00,000, Rs. 3,00,000, 2,00,000 respectively.

Prepare-Revaluation A/c and Partner Capital A/c in the books of R&S firm. (8)

Q.5) Sudhir consigned goods costing Rs. 40,000 to Rahul. Sachin paid Rs. 1,500 for freight, Rs. 200 for carriage and Rs. 300 Insurance.

Rahul spend Rs. 200 for clearing the goods, Rs. 100 for cartage and Rs. 200 godown rent. Rahul sold 1/2 (one-half) of goods for Rs. 30,000 on credit and remaining 1/2 (one half) were sold for Rs. 20,000. Rahul is entitled to a commission of 5% on gross sales and del-credere commission on credit sales at 2%.

Write up consignment account. (8)

Q.6) Amit Kharkande, Palus a Chartered Accountant commenced his practice on 1/4/2021 at Palus. For his office he purchased furniture of Rs.1,23,000, Computers Rs. 50,000, Printer, Scanner and copier Rs 22,000. His other receipts and payments for the first year are as follows

Receipts-Fees Rs. 3,00,000 and Sundry receipts Rs. 5,000.

Payments- Office Expenses Rs. 84,000 and salary of staff Rs. 96,000.

He decided to charge depreciation on furniture at Rs 10% and other Assets 20%.

He has no time to prepare his own account and hence request you to prepare Receipts and Expenditure Account for the year and Balance Sheet at the end of first year. (8)



Seat No. **OCT_NOV_2024 WINTER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0) B.com-I Sem I****Sub. Name: SEC I - Marketing Skills (Basic Marketing) Paper I****Sub. Code: 107042****Day and Date: DECEMBER ,06-12-2024****Total Marks: 40****Time: 10:30 AM To 12:00 PM****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1. Question 1 and 2 are compulsory.****प्रश्न 1 आणि 2 अनिवार्य आहेत.****2. Attempt any three questions from 3 to 6.****3 ते 6 मधील कोणत्याही तीन प्रश्न सोडवा.****Q1) Solve following Multiple Choice Questions. बहुपर्यायी प्रश्न सोडवा.****[8]****i. Which of the following is not a characteristic of services marketing?****खालीलपैकी कोणते सेवा विपणनाचे वैशिष्ट्य नाही ?****A. Intangibility****अमूर्तता****B. Perishability****नाशवंतपणा****C. Product Ownership****उत्पादनाची मालकी****D. Inseparability****अविभाज्यता****ii. What does CRM stand for in marketing?****मार्केटिंगमध्ये CRM चा अर्थ काय आहे ?****A. Customer Relationship Marketing****ग्राहक संबंध विपणन****B. Corporate Resource Management****कॉर्पोरेट संसाधन व्यवस्थापन****C. Customer Resource Management****ग्राहक संसाधन व्यवस्थापन****D. Customer Relationship Management****ग्राहक संबंध व्यवस्थापन****iii. What is the first stage of the consumer buying decision process?****ग्राहक खरेदी निर्णय प्रक्रियेचा पहिला टप्पा कोणता आहे ?****A. Purchase Decision****खरेदीचा निर्णय****B. Information Search****माहिती शोध****C. Problem or Need Recognition**

- समस्या किंवा गरज ओळखणे
D. Evaluation of Alternatives
पर्यायांचे मूल्यमापन



- iv. What is market segmentation?
बाजार विभाजन म्हणजे काय ?
- A. Offering the same product to all consumers
सर्व ग्राहकांना समान उत्पादन ऑफर करणे
 - B. Dividing a market into distinct groups of consumers
बाजाराला ग्राहकांच्या वेगवेगळ्या गटांमध्ये विभागणे
 - C. Increasing product prices to maximize profits
नफा वाढवण्यासाठी उत्पादनांच्या किमती वाढवणे
 - D. Reducing the number of products offered
ऑफर केलेल्या उत्पादनांची संख्या कमी करणे
- v. Which market targeting strategy focuses on serving a specific, small market segment?
कोणती बाजार लक्ष्यीकरण धोरण विशिष्ट, लहान बाजार विभागाला सेवा देण्यावर लक्ष केंद्रित करते ?
- A. Mass Marketing
मास मार्केटिंग
 - B. Segment Marketing
सेगमेंट मार्केटिंग
 - C. Niche Marketing
निश मार्केटिंग
 - D. Micromarketing
मायक्रोमार्केटिंग
- vi. What is the purpose of packaging beyond protection?
संरक्षणाच्या पलीकडे पॅकेजिंगचा उद्देश काय आहे ?
- A. Enhance customer experience
ग्राहकाचा अनुभव वाढवणे
 - B. Increase weight of the product
उत्पादनाचे वजन वाढवा
 - C. Reduce production costs
उत्पादन खर्च कमी करा
 - D. Ensure legal compliance
कायदेशीर पालनाची खात्री करा
- vii. What is the first stage in the new product development process?
नवीन उत्पादन विकास प्रक्रियेतील पहिला टप्पा कोणता आहे ?
- A. Product testing
उत्पादन चाचणी
 - B. Commercialization
व्यावसायीकरण
 - C. Idea generation
कल्पना निर्मिती

D. Test marketing
चाचणी विपणन

viii. What does STP stand for in marketing?

मार्केटिंगमध्ये STP चा अर्थ काय आहे ?

- A. Segmentation, Targeting, Promotion
विभाजन, लक्ष्यीकरण, जाहिरात
- B. Segmentation, Targeting, Positioning
विभाजन, लक्ष्यीकरण, स्थिती
- C. Strategy, Targeting, Pricing
धोरण, लक्ष्यीकरण, किंमत
- D. Sales, Targeting, Planning
विक्री, लक्ष्यीकरण, नियोजन



Q2) Write short note टिपा लिहा

[8]

- a. Micro environmental factors
सूक्ष्म पर्यावरणीय घटक
- b. Market Targeting
मार्केट टारगेटिंग
- c. Product life cycle
उत्पादन जीवन चक्र

[4]

[4]

[4]

Q3) Glow Skin care is a company that produces skincare products. They want to [8]

develop a new anti-aging cream. The marketing team needs to follow the product development process, from idea generation to commercialization.

ग्लो स्किन केअर ही एक कंपनी आहे जी त्वचेसंबंधित उत्पादने तयार करते. ते एक नवीन अँटी-एजिंग क्रीम विकसित करू इच्छितात. त्यांच्या विपणन विभागाला उत्पादन विकास प्रक्रियेचे सर्व टप्पे पाळणे आवश्यक आहे, ज्यात कल्पना निर्मितीपासून ते व्यापारीकरणापर्यंतचे टप्पे येतात.

- a. What are the stages of the new product development process that Glow Skin care should follow?

ग्लो स्किन केअर ने नवीन उत्पादन विकास प्रक्रियेतील कोणते टप्पे पाळावेत ?

Q4) Tech Plus is a technology company that makes laptops. They are introducing a new [8]

line of lightweight, high-performance laptops aimed at young professionals and students. The marketing team needs to create a branding strategy for this new line.

टेकप्लस ही लॅपटॉप तयार करणारी तंत्रज्ञान कंपनी आहे. ते तरुण व्यावसायिक आणि विद्यार्थ्यांसाठी लक्ष्यित केलेली, हलकी आणि उच्च-कार्यक्षमतेची नवीन लॅपटॉप्सची श्रेणी सादर करत आहेत. मार्केटिंग टीमला या नवीन श्रेणीसाठी ब्रँडिंग धोरण तयार करायचे आहे.

- a. How can Tech Plus use branding strategies to appeal to both young professionals and students?

टेक प्लस कशाप्रकारे ब्रँडिंग धोरणांचा वापर करून तरुण व्यावसायिक आणि विद्यार्थ्यांना आकर्षित करू



शकते ?

- Q5)** Fast Fit is a sports shoe brand. The company sells different types of shoes, such as running shoes, gym shoes, and casual sports shoes. They want to understand the factors that influence people's decisions when buying sports shoes so they can better market their products. [8]

फास्ट फिट हे एक स्पोर्ट्स शूज ब्रँड आहे. ही कंपनी वेगवेगळ्या प्रकारचे शूज विकते, जसे की रनिंग शूज, जिम शूज आणि कॅज्युअल स्पोर्ट्स शूज. फास्टफिट कंपनीला समजून घ्यायचे आहे की, ग्राहकांना स्पोर्ट्स शूज खरेदी करताना कोणते घटक त्यांच्या निर्णयावर प्रभाव टाकतात, ज्यामुळे ते त्यांचे उत्पादन चांगल्या प्रकारे मार्केट करू शकतील.

- a. What are the stages of the consumer buying decision process that customers might follow when purchasing sports shoes?

ग्राहक स्पोर्ट्स शूज खरेदी करताना कोणत्या टप्प्यांमधून खरेदी निर्णय प्रक्रिया पार करतात ?

- Q6)** Speedy Fix is a car service center that provides fast and affordable car repairs. They are struggling to attract new customers and want to understand how their competitors are marketing similar services. They also want to improve their customer service [8]

स्पीडी फिक्स हे एक कार सर्विस सेंटर आहे जे जलद आणि परवडणाऱ्या दरात कार दुरुस्ती सेवा पुरवते. त्यांना नवीन ग्राहक आकर्षित करण्यात अडचणी येत आहेत, आणि त्यांना समजून घ्यायचे आहे की त्यांच्या स्पर्धकांनी अशा सेवा कशा प्रकारे मार्केट केल्या आहेत. तसेच, त्यांना त्यांच्या ग्राहक सेवेत सुधारणा करायची आहे.

- a. What makes Speedy Fix a service business, and what are the distinctive characteristics of service marketing?

स्पीडी फिक्स एक सेवा व्यवसाय कशामुळे आहे, आणि सेवा मार्केटिंगची विशेष वैशिष्ट्ये कोणती आहेत ?

* * *

Seat No. **OCT_NOV_2024 WINTER EXAMINATION**7822 Bachelor of Commerce (NEP20) *B.com-I Sem-I***Sub. Name: Democracy Elections & Good Governance-(D.E.G.G.)****Sub. Code: 75245/88339/89248/89441/89308****/89347/88965/89066/89122/89182 /89070/89201/89308****Day and Date: DECEMBER ,08-12-2024****Total Marks: 50****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Special Inst.: Each question carries 2 marks
Each item has four alternative responses.****Q1) Select the correct option from the given below खाली दिलेल्या पर्यायांपैकी योग्य पर्याय निवडा [50]**

- i. ----- country is known as the mother of Democracy.
लोकशाहीची जननी म्हणून या देशाला ओळखले जाते.
A. England इंग्लंड
B. Unites State of Amerika अमेरिका
C. India भारत
D. Russia रशिया
- ii. Which of the following country has adopted direct democracy?
खालीलपैकी कोणत्या देशाने प्रत्यक्ष लोकशाहीचा मार्ग स्वीकारला आहे ?
A. England इंग्लंड
B. Switzarland स्वित्झर्लंड
C. India भारत
D. France फ्रान्स
- iii. Which type of democracy is there in America?
अमेरिकेत लोकशाहीचा कोणता प्रकार आहे ?
A. Presidential अध्यक्षीय
B. Parliamentary संसदीय
C. Participatory सहभागात्मक
D. None of these यापैकी नाही
- iv. What type of democracy is there in India?
भारतात कोणत्या प्रकारची लोकशाही आहे ?
A. Presidential अध्यक्षीय
B. Parliamentary संसदीय
C. Participatory सहभागात्मक
D. None of these यापैकी नाही.

- v. Which of the following principle is not based on Democratic governance

system? लोकशाही शासन व्यवस्था ही खालीलपैकी या तत्वावर आधारलेली नाही ?

- A. Morality नैतिकता
- B. Decentralization विकेंद्रीकरण
- C. Autocracy स्वैराचार
- D. Cooperation सहकार्य



- vi. America is a union of constituent states.
अमेरिका हे ----- घटक राज्यांचे मिळून एक संघराज्य बनले आहे.
- A. 13
 - B. 11
 - C. 35
 - D. 50
- vii. How is the President elected in India?
भारतात राष्ट्रपतींची निवड कशी होते ?
- A. Indirectly from the people अप्रत्यक्षरीत्या जनतेकडून
 - B. Directly from the people प्रत्यक्षरीत्या जनतेकडून
 - C. From the working classes नोकरवर्गाकडून
 - D. Hereditary वंशपरंपरेनुसार
- viii. Who has the right to change the regime through elections in a democracy?
लोकशाहीमध्ये निवडणूकीच्या मार्गाने शासन बदलण्याचा अधिकार कोणाला असतो ?
- A. People लोकांना
 - B. Working Class नोकरशाहीला
 - C. Prime Minister पंतप्रधानांना
 - D. President राष्ट्रपतींना
- ix. The Constitution of India grants the right to vote to all adults who have completed the age of years.
भारतीय राज्यघटनेत वयाची ----- वर्षे पूर्ण करणाऱ्या सर्व प्रौढांना मताधिकार दिला जातो.
- A. 20
 - B. 21
 - C. 28
 - D. 18
- x. In India is the nominal or constitutional executive head.
भारतात हे नामधारी किंवा घटनात्मक कार्यकारी प्रमुख असतात.
- A. Minister मंत्री
 - B. Prime Minister पंतप्रधान
 - C. President राष्ट्रपती
 - D. Member of Parliament खासदार
- xi. Lok Sabha is a house.
लोकसभा हे ----- सभागृह आहे.
- A. Permanent कायमस्वरूपी



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- B. Junior कनिष्ठ
- C. Temprrory तात्पुरते
- D. Senior वरिष्ठ

xii. A meeting of all voting citizens above 18 years of age in the village is called

.....
गावातील १८ वर्षावरील सर्व मतदार नागरीकांची सभा म्हणजे ----- होय.

- A. Vidhan Sabha विधानसभा
- B. Vard Sabha प्रभागसभा
- C. Gram Sabha ग्रामसभा
- D. Monthly Meeting मासिक सभा

xiii. How many percent reservation have been given to women in Maharashtra Panchayat Raj Institutions?

सध्या महाराष्ट्रात पंचायतराज संस्थांमध्ये महिलांना ----- टक्के इतके आरक्षण दिले आहे.

- A. 20%
- B. 60%
- C. 50%
- D. None of these यापैकी नाही

xiv. The Speaker of the Rajya Sabha is

राज्यसभेचे पदसिध्द अध्यक्ष ----- हे असतात.

- A. Chief Minister मुख्यमंत्री
- B. Vice President उपराष्ट्रपती
- C. Prime Minister पंतप्रधान
- D. Chief Justice सरन्यायाधीश

xv. The lower house of the constituent state legislatures of India is called

भारतातील घटकराज्य विधिमंडळाच्या कनिष्ठ सभागृहाला ----- असे म्हणतात.

- A. Lok Sabha लोकसभा
- B. Vidhan Sabha विधानसभा
- C. Vidhan Parishad विधानपरिषद
- D. Rajya Sabha राज्यसभा

xvi. In India all the responsibility regarding elections is entrusted to

भारतात निवडणूकांबाबतची सर्व जबाबदारी ----- वर सोपवलेली असते.

- A. Public Service Commission लोकसेवा आयोग
- B. Election Commission निवडणूक आयोग
- C. Niti Aayog निती आयोग
- D. Finance Commission वित्त आयोग

xvii. ----- matter becomes important for the comprehensive implementation of good governance.

सुशासनाच्या व्यापक अंमलबजावणीसाठी ----- ही बाब महत्वाची ठरते.

- A. Democratic Centralization लोकशाही केंद्रीकरण
- B. Liberalization उदारीकरण



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- C. Privatization खाजगीकरण
D. Democratic Decentralization लोकशाही विकेंद्रीकरण

xviii. The Right to Information Act was passed by the Central Government on

माहिती अधिकार कायदा केंद्र सरकारने ----- रोजी मंजूर केला.

- A. 2005
B. 2006
C. 2007
D. 2008

xix. Which element is central to the concept of good governance?

सुशासनाच्या संकल्पनेत कोणता घटक मध्यवर्ती असतो ?

- A. Organization संस्था
B. Government सरकार
C. Bureocracy नोकरशाही
D. Citizen नागरिक

xx. Good Governance started in India according to five-year plan.

भारतात सुशासनाची सुरुवात ----- पंचवार्षिक योजनेनुसार झाली.

- A. 10th १० व्या
B. 9th ९ व्या
C. 12th १२ व्या
D. 7th ७ व्या

xxi. How many days are required for government employees to provide information about government documents to the general public Under Right to Information?

माहिती अधिकारांतर्गत सरकारी कर्मचाऱ्यांनी किती दिवसांच्या आत सरकारी दस्तऐवजाची माहिती सामान्य नागरिकांस देणे आवश्यक असते ?

- A. 42
B. 30
C. 45
D. 90

xxii. How many members in Legislative Assembly of Maharashtra?

महाराष्ट्राच्या विधानसभेची सदस्यसंख्या किती आहे ?

- A. 250
B. 300
C. 288
D. 240

xxiii. Among the following ----- is referred to as the soul of Democracy.

खालीलपैकी कशाला लोकशाहीचा आत्मा असे संबोधले जाते ?

- A. Political Parties राजकीय पक्ष
B. Law कायदा
C. Judiciary न्यायमंडळ

D. Elections निवडणूका

xxiv. Who is the current Election Commissioner of India?

भारताचे सध्याचे निवडणूक आयुक्त कोण आहेत ?

- A. Om Prakash Rawat ओम प्रकाश रावत
- B. Rajiv Kumar राजीव कुमार
- C. Maheshwari माहेश्वरी
- D. Sunil Arora सुनिल अरोरा

xxv. Which country's democracy has more influence on Indian democracy?

भारतीय लोकशाहीवर कोणत्या देशाच्या लोकशाहीचा जास्त प्रभाव आहे.

- A. America अमेरिका
- B. England इंग्लंड
- C. China चीन
- D. Russia रशिया

* * *



OCT_NOV_2024 WINTER EXAMINATION**11851 Other Elective (All Faculty)**

Bcom-I sem-I

Sub. Name: Prayojanmulak Hindi aur Kavita**Sub. Code: 107096****Day and Date: DECEMBER ,15-12-2024****Total Marks: 40****Time: 02.30 PM To 04:00 PM****Instructions:**

- Special Inst.:** 1. सभी प्रश्न अनिवार्य हैं ।
2. दाईं ओर लिखे हुए अंक प्रश्न के गुण दर्शाते हैं ।

**Q1) बहुविकल्पीय प्रश्नों के उत्तर लिखिए ।****[10]**

- a. नीचे दिए गए विकल्पों में से सही विकल्प चुनिए ।
- 1) आधुनिक युग की प्रमुख कला के रूप में किसको जाना जाता है ?
अ) नाटक ब) समाचार क) विज्ञापन ड) तंत्रज्ञान
 - 2) विज्ञापन के द्वारा विज्ञापित वास्तु के बारे में क्या दिया जाता है ?
अ) सुझाव ब) विवरण क) विश्लेषण ड) समाचार
 - 3) आवश्यकता के अनुसार विज्ञापन की सामग्री कैसी बनानी आवश्यक होती है ?
अ) जटील और गतिशील ब) तार्किक और वैज्ञानिक
क) सामान्य और पुरातन ड) भावनाशील और धार्मिक
 - 4) 'यहाँ थी वह नदी' कविता किसकी है ?
अ) आरसीप्रसाद सिंह ब) निराला क) सुमित्रानंदन पन्त ड) मंगलेश डबराल
 - 5) आरसीप्रसाद सिंह का जन्म कहाँ हुआ है ?
अ) बिहार के दरभंगा जिले में ब) महाराष्ट्र के पुणे जिले में क) दिल्ली में ड) वाराणसी में
 - 6) सुमित्रानंदन पन्त की कविता कौनसी है ?
अ) पहचान ब) जीवन का झरना क) आ: धरती कितना देती है ड) माँ जब खाना परोसती थी
- b. नीचे दिए गए विकल्पों में से सही विकल्प चुनकर रिक्त स्थानों की पूर्ति कीजिए ।
- 1) 'विज्ञापन' शब्द अंग्रेजी के का हिंदी अनुवाद है ।
अ) Advertisement ब) Adver क) News ड) Management
 - 2) विज्ञापन में लिखित भाषा की अपेक्षा वास्तविकता के निकट होता है ।
अ) शीर्षक ब) टैगलाइन क) चित्र ड) प्रारूप
 - 3) यह जीवन क्या है ? है, मस्ती ही इसका पानी है ।
अ) सुख ब) गिरि क) घाटी ड) निर्झर
 - 4) डॉ. देवेन्द्र दीपक की कविता है ।
अ) परख ब) पहचान क) गुंजन ड) जीवन का झरना ।

Q2) निम्नलिखित प्रश्नों के उत्तर 150-200 शब्दों में लिखिए । (चार में से दो)**[10]**

- 1) विज्ञापन के स्वरूप पर प्रकाश डालिए ।
- 2) विज्ञापन के अंगों पर प्रकाश डालिए ।
- 3) 'आ: धरती कितना देती है' कविता के माध्यम से कवि ने क्या सन्देश दिया है ?
- 4) 'यहाँ थी वह नदी' कविता का आशय स्पष्ट कीजिए ।

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[20]

Q3) 'निम्नलिखित प्रश्नों के उत्तर 600-800 शब्दों में लिखिए । (दो में से एक)

- a.** विज्ञापन' का महत्व स्पष्ट करते हुए विज्ञापन के क्षेत्र में रोजगार के अवसरों पर प्रकाश डालिए ।
- b.** 'आरसीप्रसाद सिंह' का परिचय देते हुए 'जीवन का झरना' कविता का भावार्थ लिखिए ।

End Of Question Paper



Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

संदर्ची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (107096) Prayojanmulak Hindi aur Kavita Part 1 SEM 1

OE- English



QP-2484

Total No. of Pages : 2

Seat No. _____

OCT_NOV_2024 WINTER EXAMINATION

11851 Other Elective (All Faculty)

B.com-I sem-I

Sub. Name: Basic English Usage

Sub. Code: 107097

Day and Date: DECEMBER ,15-12-2024

Total Marks: 40

Time: 02.30 PM To 04:00 PM

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

Q1) A. Rewrite the following sentences by choosing the correct option. [4]

1. _____ sun sets in the west.
a) A b) An c) The d) No Article
2. She has _____ a beautiful painting.
a) paints b) painted c) painting d) paint
3. We usually have breakfast _____ the morning.
a) on b) at c) in d) to
4. He is a very _____ person.
a) kindness b) kind c) kindly d) kinder

B. Answer the following questions in one word/phrase/sentence each. [4]

1. What is an adjective?
2. Which article is used before singular countable nouns starting with a vowel sound?
3. What is the plural form of 'child'?
4. Which tense is used to describe an action happening now?

Q2) A. Do as directed. [8]

1. The dogs barked loudly at the stranger. (Identify the plural noun)
2. He bought three interesting books . (Identify the countable noun)
3. _____ are going to the park later. (Choose the correct pronoun from the given:- She / They)
4. Snehal gave _____ a call last night. (Choose the correct pronoun from the given:- him / he)
5. This is the _____ movie I have ever seen. (Choose the correct word from the given:- worst / bad)
6. She wore a _____ scarf with her dress. (Choose the correct word from the given pair:- lovely / carefully)
7. The team performed _____ in the match. (Use appropriate word from the given:- well / good)
8. The ball rolled _____ down the hill. (Use appropriate word from the given:- gently / gentle)

B. Complete the following sentences using correct verb form from the given pair. [8]

1. Each of the players _____ excited for the game. (is / are)



2. Neither the managers nor the employees _____ satisfied with the decision. (is / are)
3. A group of tourists _____ visiting the museum today. (is / are)
4. All of the water _____ evaporated from the pot. (have / has)
5. Either my brothers or my parents _____ picking me up from school. (is / are)
6. The committee _____ deciding on the new policy next week. (is / are)
7. A herd of elephants _____ crossing the river. (is / are)
8. None of the money _____ spent on unnecessary things. (was / were)

Q3) A. Fill in the blanks by choosing the correct word from the given pair. [8]

1. The plane flew _____ the clouds. (through / during)
2. They were standing _____ the entrance. (in front of / for)
3. The keys are _____ the drawer. (in /at)
4. She will meet us _____ lunch time. (at / while)
5. She bought _____ apple from the market. (an / the)
6. _____ moon is shining brightly tonight. (A / The)
7. I am reading _____ interesting book. (a / an)
8. I saw _____ elephant in the zoo yesterday. (an / a)

B. Do as directed. [8]

1. She is reading a book. (Identify the tense)
2. They visited their grandparents last week. (Identify the tense)
3. We have been working on this project for hours. (Identify the tense)
4. He will finish his homework by tomorrow. (Identify the tense)
5. The dogs (**bark**) at the strangers. (Write present continuous form of the verb given in the bracket)
6. We _____ not want to go to the party. (Fill in the correct auxiliary: do / does)
7. She (**study**) at the library every day after school. (Use simple present tense of the verb given in the bracket.)
8. They _____ watching TV when the power went out. (Fill in the appropriate auxiliary)

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (107097) Basic English Usage Part 1 SEM 1

Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0) B.com-I sem-I****Sub. Name: SEC I - Applied Banking I****Sub. Code: 107050****Day and Date: DECEMBER ,06-12-2024****Total Marks: 40****Time: 10:30 AM To 12:00 PM****Instructions:**

- Special Inst.:**
1. Question 1 and 2 are compulsory.
 2. Attempt any three questions from 3 to 6.
 1. प्रश्न क्रमांक १ व २ सोडवणे बंधनकारक आहे.
 2. प्रश्न क्रमांक ३ ते ६ पैकी कोणतेही ३ सोडवा.

**Q1) Solve following MCQ.****[8]**

- i. What is the primary function of a commercial bank?
व्यावसायिक बँकेचे प्राथमिक कार्य काय आहे ?
 - A. Investment in stocks
स्टॉकमधील गुंतवणूक
 - B. Accepting deposits and providing loans
बेटी स्वीकारणे आणि कर्ज देणे
 - C. Issuing currency
चलन जारी करणे
 - D. Managing government funds
सरकारी निधीचे व्यवस्थापन
- ii. Which AI technology is commonly used for customer service in banks?
. बँकांमधील ग्राहक सेवेसाठी सामान्यतः कोणते AI तंत्रज्ञान वापरले जाते ?
 - A. Virtual Reality
आभासी वास्तव
 - B. Chatbots
चॅटबॉट्स
 - C. Blockchain
ब्लॉकचेन
 - D. Mainframe computing
मेनफ्रेम संगणन
- iii. Where are the main currency printing presses located in India?
. भारतात मुख्य चलन मुद्रणालये कोठे आहेत ?
 - A. Mumbai and Kolkata
मुंबई आणि कोलकाता
 - B. Noida and Nashik
नोएडा आणि नाशिक
 - C. Delhi and Bengaluru



QP-1893

- दिल्ली आणि बेंगळुरु
D. Chennai and Hyderabad
चेन्नई आणि हैदराबाद

iv. Which channel primarily deals with the physical distribution of currency notes?

प्रामुख्याने चलनी नोटांच्या प्रत्यक्ष वितरणाशी कोणते चॅनेल संबंधित आहे ?

- A. Digital wallets
डिजिटल वॉलेट
B. Automated teller machines (ATMs)
ऑटोमेटेड टेलर मशीन (एटीएम)
C. Credit cards
क्रेडिट कार्ड
D. Mobile banking
मोबाइल बँकिंग

v. Which of the following accounts is designed for daily transactions and usually does not earn interest?

खालीलपैकी कोणते खाते दैनंदिन व्यवहारांसाठी डिझाइन केले आहे आणि त्या खत्यावर सहसा व्याज मिळत नाही ?

- A. Savings Account
बचत खाते
B. Current Account
चालू खाते
C. Fixed Deposit Account
मुदत ठेव खाते
D. Certificate of Deposit
ठेव प्रमाणपत्र

vi. Which document is required to close a bank deposit account?

बँक ठेव खाते बंद करण्यासाठी कोणते दस्तऐवज आवश्यक असतात ?

- A. A recent bank statement
अलीकडील बँक स्टेटमेंट
B. The account holder's identification
खातेदाराची ओळख
C. account closure request form
खाते बंद करण्याचा विनंतीफॉर्म
D. A letter from an employer
नियोक्त्याचे पत्र

vii. Which of the following is a key factor considered during the loan appraisal?

कर्ज मूल्यांकनादरम्यान खालीलपैकी कोणता महत्त्वाचा घटक विचारात घेतला जातो ?

- A. Borrower's personal preferences
कर्जदाराची वैयक्तिक प्राधान्ये
B. Economic trends
आर्थिक ट्रेंड
C. Borrower's credit history



कर्जदाराचा क्रेडिट इतिहास
D. Competitor interest rates
स्पर्धक व्याजदर

viii. Which document is commonly required to prove income when applying for a personal loan?

वैयक्तिक कर्जासाठी अर्ज करताना उत्पन्न सिद्ध करण्यासाठी सामान्यतः कोणते दस्तऐवज आवश्यक आहे ?

- A. Bank statement
बँक स्टेटमेंट
- B. Utility bill
युटिलिटी बिल
- C. Pay stubs or salary slips
पे स्टब किंवा वेतन स्लिप
- D. Lease agreement
लीज करार

Q2) Write short note (Any two out of three) थोडक्यात टिपा लिहा (तीन पैकी कोणत्याही दोन) [8]

- a. Bank Evolution बँक उत्क्रांती [4]
- b. Artificial Intelligence कृत्रिम बुद्धिमत्ता [4]
- c. Currency distribution system in India भारतातील चलन वितरण व्यवस्था [4]

Q3) Sagar joined his father at Bank of Maharashtra. There, a bank employee was seen giving information to a customer about current deposits, savings, time deposits, and recurring deposits. explain the meaning and characteristics of any one deposit.. [8]

सागर बँक ऑफ महाराष्ट्र या बँकेत त्याच्या वडिलांसोबत गेला. तेथे बँकेतील कर्मचारी एका ग्राहकाला चालू ठेव, बचत ठेव, मुदत ठेव व आवर्ती ठेवीबाबत माहिती देताना दिसून आली. तुम्ही कोणत्याही एका ठेवीचा अर्थ व वैशिष्ट्ये सांगा.

Q4) Nagesh works in a bank. Rupesh came to the bank he wanted a loan he met the manager the manager sent him to Nagesh the manager told Nagesh to complete the loan appraisal process of Rupesh then tell what Nagesh would have done. [8]

नागेश हा एका बँकेमध्ये जॉब करतो. बँकेमध्ये रुपेश आला त्याला कर्ज हवे होते तो मॅनेजरला भेटला मॅनेजरने त्याला नागेश कडे पाठवले मॅनेजरने नागेशला सांगितले रुपेश ची कर्ज मूल्यांकन प्रक्रिया पूर्ण करून घ्या त्यानंतर नागेश ने काय केले असेल ते सांगा.

Q5) Ganesha needs a bike. Ganesh has the necessary amount available to pay the down payment for the bike; But he does not have the remaining amount, what should he do? Suggest based on the following question. [8]

1. What kind of loan can Ganesh buy a two-wheeler from the bank?
2. State the features of this loan.

गणेशला दुचाकीची आवश्यकता आहे. गणेशला दुचाकी घेण्यासाठी डाऊन पेमेंट भरण्यासाठी आवश्यक रक्कम उपलब्ध आहे; परंतु उर्वरित रक्कम त्याच्याकडे नाही त्याने काय करावे ? खालील प्रश्नाच्या आधारे सुचवा.



QP-1893

1. बँकेतून कोणत्या प्रकारचे कर्ज काढून गणेश दुचाकी खरेदी करू शकतो ?
2. या कर्जाची वैशिष्ट्ये सांगा.

Q6) Shraddha and Ram are husband and wife who both work in government jobs in Pune but live in a rented house. They want to buy their own house. They have need of money to achieve this goal. Please advise them on how they can raise money to meet their financial needs and buy a home, as if you were a bank official. [8]

1. How should Shraddha and Ram meet their need for money?
2. Which loan should they take from the bank? Explain the process of taking

it.

श्रद्धा व राम हे पती पत्नी असून दोघेही पुण्यात सरकारी नोकरी करतात परंतु भाड्याच्या घरात राहतात. त्यांना स्वतःचे घर खरेदी करायचे आहे. हे ध्येय साध्य करण्यासाठी त्यांना पैशांची गरज आहे. त्यांची पैशाची गरज भगविण्यासाठी किंवा घर खरेदीसाठी कोणत्या प्रकारे ते पैसे उभारू शकतात, याबाबत तुम्ही बँक अधिकारी आहात असे समजून त्यांना सल्ला द्या.

1. श्रद्धा व राम यांनी पैशाची गरज कशी पूर्ण करावी ?
2. त्यांनी बँकेतून कोणते कर्ज घ्यावे ? या कर्जाची वैशिष्ट्ये सांगा.

* * *

MAR - APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: SEC I - Applied Banking I****Sub. Code: 107050****Day and Date: MAY ,05-05-2025****Time: 02.30 PM To 04:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Special Inst.: Attempt any 3 question from 3 to 6
प्रश्न 3 ते 6 पैकी कोणतेही 3 प्रश्न सोडवा.****Total Marks: 40**

Q1) Complete the sentences by choosing, the correct words from the following. [8]
 खालीलपैकी योग्य शब्द निवडून विधाने पूर्ण करा.

i. To overcome the difficulties in the architecture exchange, humans discovered -

वास्तुविनिमयातील अडचणी दूर कसरण्यासाठी मानवाने - - - - - शोध लावला.

A. The wheel

चाकाचा

B. Money

पैशाचा

C. Metal

धातूचा

D. All above

वरील पैकी सर्व

ii. - - - - - is an increasing important technology for the banking sector.

- - - - - हे बँकिंग क्षेत्रासाठी वाढत्या प्रमाणात महत्वाचे तंत्रज्ञान आहे.

A. Technology

तंत्रज्ञान

B. Artificial intelligence

कृत्रिम बुद्धिमत्ता

C. Computer knowledge

संगणकीय ज्ञान

D. B and C both

ब आणि क दोन्ही

iii. R.B.I. the main centre of money printings is located in the - - - - - district of Maharashtra.

आर. बी. आय. चे पैसे छापण्याचे मुख्य केंद्र महाराष्ट्रात - - - - - या जिल्ह्यात आहे.

A. Nashik

नाशिक



QP-5300

- B. Mumbai
मुंबई
- C. Delhi
दिल्ली
- D. Kolkata
कोलकाता

iv. - - - - -has the right to print currency in India.

भारतात चलन छापण्याचा अधिकार भारताच्या - - - - - बँकेलाच आहे

- A. SBI
एस. बी. आय
- B. RBI
आर. बी. आय
- C. IMF
आय. म. फ.
- D. None of these
यापैकी नाही

v. Money in the bank's savings account can be withdrawn and deposited only - - -
- - - times in a week.

बँकेच्या बचत खात्यातील पैसे आठवाड्यातून फक्त - - - - - वेळा काढता व भारत येतात.

- A. Only two times
फक्त दोन वेळा
- B. Three times
तीन वेळा
- C. Five times
पाच वेळा
- D. Seven times
सात वेळा

vi. Loans are given by Banks on the basis of mortgage of property taken from the
- - - - - borrower.

कर्जदाराकडून घेतलेल्या मालमत्ता तारणाच्या आधारावर - - - - - कर्जे बँकांद्वारे दिली जातात.

- A. Secured
सुरक्षित
- B. Unsecured
असुरक्षित
- C. Reserved
राखीव
- D. Financial
वित्तीय

vii. To establish a new industry, - - - - - loan is required.

नवीन उद्योग स्थापन करण्यासाठी - - - - - कर्जाची आवश्यकता असते.

- A. Business
व्यवसायिक

- B. Housing
घरासाठी
- C. Merchant
व्यापारी
- D. All above
वरील सर्व



viii. The Bank has the right to close the - - - - account.

- - - - खाते बंद करण्याचा अधिकार बँकेला असतो.

- A. Inactive
निष्क्रिय
- B. Frequently dishonoured cheque वारंवार धनादेशाचा अनादर करणारे
- C. Court order
न्यायालयीन हुक्कूम असणारे
- D. All above
वरील सर्व

Q2) Write Short Notes. (Any 2 out of 3). टिपा लिहा. (3 पैकी कोणतेही 2). [8]

- a. Features of Digital Currency [4]
डिजिटल चलनाची वैशिष्ट्ये
- b. Types of Bank account [4]
बँक खात्याचे प्रकार
- c. Process of Opening Bank account [4]
बँकेत खाते उघडण्याची प्रक्रिया

Q3) Skimming this method, fraudsters use credit cards to gain your important banking details such as account number and your Pin number. When a customer swipes his credit card, there is a skimming device attached to the machine. It captures and stores your private banking information. The fraudsters then use this information to do online transactions or even change the PIN number of your card. [8]

स्कीमिंग या पद्धतीने, फसवणूक करणारे तुमचे महत्वाचे बँकिंग तपशील जसे कि खाते क्रमांक आणि तुमचा पिन नंबर मिळवण्यासाठी क्रेडिट कार्डचा वापर करतात. जेव्हा एखादा ग्राहक त्याचे क्रेडिट कार्ड स्वाइप करतो तेव्हा मशीनला एक स्कीमिंग डिवाइस जोडलेले असते. ते तुमची खाजगी बँकिंग माहिती कॅप्चर करते आणि सध्या नंतर फसवणूक करणारे ही माहिती ऑनलाईन व्यवहार करण्यासाठी किंवा तुमच्या कार्डचा पिन नंबर बदलण्यासाठी वापरतात.

- a. What is skimming? Do you agree with skimming cases? If not, what rule has the government used to solve this problem? Explain in your own words.
स्किमिंग म्हणजे काय ते सांगून स्किमिंग प्रकरणासाठी तुम्ही सहमत आहात का? नसेल तर हा प्रॉब्लेम मिटवण्यासाठी शासनाने कोणत्या नियमाचा वापर केलेला आहे ते तुम्हच्या शब्दात सांगा.

Q4) On basis of the RBI act of 1934, RBI is governed by a board of directors centrally. [8]

So, this board is unbiased and is appointed by the Indian government. The entire management and organization of the RBI are on the shoulders of these directors. Thus, they are entirely responsible for the management of the RBI. These board of directors' team consists of 20 people. This includes 1 Governor, 4 deputy Governors, and 15 directors. Governor is given the highest authority in the RBI. He is appointed for 5 years by the Indian government. He can also be re-elected for another term. While 4 deputy Governors are appointed by the central government. They are also given tenure of 5 years. The fifteen directors are also appointed by the central government of India.

१९३४ च्या आरबीआय कायदानुसार, आरबीआयचे व्यवस्थापन केंद्रीय संचालक मंडळाद्वारे केले जाते. म्हणून, हे मंडळ निःपक्षपाती आहे आणि भारत सरकारद्वारे नियुक्त केले जाते. आरबीआयचे संपूर्ण व्यवस्थापन आणि संघटना या संचालकांच्या खांद्यावर आहे. अशा प्रकारे, ते आरबीआयच्या व्यवस्थापनासाठी पूर्णपणे जबाबदार आहेत. या संचालक मंडळाच्या टीममध्ये २० लोक असतात. यामध्ये १ गव्हर्नर, ४ डेप्युटी गव्हर्नर आणि १५ संचालक असतात. गव्हर्नरला आरबीआयमध्ये सर्वोच्च अधिकार दिले जातात. त्यांची नियुक्ती भारत सरकारकडून ५ वर्षासाठी केली जाते. त्यांची पुन्हा एकदा निवड होऊ शकते. तर ४ डेप्युटी गव्हर्नर केंद्र सरकारकडून नियुक्त केले जातात. त्यांना ५ वर्षांचा कार्यकाळ देखील दिला जातो. पंधरा संचालकांची नियुक्ती भारताच्या केंद्र सरकारने देखील केली आहे.

- a. Explain the highest scope and nature of the work of the RBI Governor in your own words.

आर. बी. आय. गव्हर्नर यांच्या कार्याची सर्वोच्च व्याप्ती व स्वरूप तुमच्या शब्दात स्पष्ट करा.

- Q5) A recent SBI Research report has unveiled a stark contrast in investment preferences between senior citizens and younger investors, nearly 47% of fixed deposits (FDs) are not held by senior citizens, who continue to favor these safe investments deposit their declining post-tax returns. Meanwhile, younger investors are gravitating towards riskier assets such as mutual funds and equities, drawn by the promise of higher returns. [8]

अलीकडील एसबीआय संशोधन अहवालाने ज्येष्ठ नागरिक आणि तरुण गुंतवणूकदार यांच्यातील गुंतवणूक प्राधान्यांमधील तीव्र फरक उघड केला आहे, जवळपास 47% मुदत ठेवी (एफडी) आता ज्येष्ठ नागरिकांकडे आहेत, जे करोत्तर परतावा कमी होत असतानाही या सुरक्षित गुंतवणूकीला पसंत देत आहेत. दरम्यान, तरुण गुंतवणूकदार म्युच्युअल फंड आणि इक्विटी यांसारख्या जोखमीच्या मालमत्तेकडे वळत आहेत, जे जास्त परतावाच्या आश्वासनाने आकर्षित होतात.

- a. Senior citizens have a higher risk-taking capacity. Why? [4]
ज्येष्ठ नागरिकांची धोका पत्करण्याची क्षमता जास्त असते का ?

- b. Young investors in India seem to be taking more risks and investing for higher returns. [4]

भारतातील तरुण गुंतवणूकदार अधिक जोखीम स्विकारून अधिक परतावण्यासाठी गुंतवणूक करताना दिसतात ते स्पष्ट करा.

- Q6) Minister of State for Finance Pankaj Chaudhary stated that the government has not made a decision to introduce plastic notes. The government is continuously working [8]

to improve the durability and counterfeit resistance of Indian Bank Notes. According to the RBI Annual Report 2022-23, no cost has been incurred on the printing of plastic notes.

सरकारने प्लास्टिकच्या नोटा चलनात आणण्याचा निर्णय घेतलेला नाही, असे अर्थ राज्यमंत्री पंकज चौधरी यांनी सांगितले. भारतीय नोटांचा टिकाऊपणा आणि बनावट प्रतिकार सुधारण्यासाठी सरकार सतत काम करत आहे. RBI च्या वार्षिक अहवाल 2022-23 नुसार, प्लास्टिकच्या नोटांच्या छपाईवर कोणताही खर्च झालेला नाही.

- a. Based on the above point, elaborate your opinion about the printing of plastic notes.

वरील मुद्याच्या आधारे प्लास्टिकच्या नोटांच्या छपाई विषयी आपले मत सविस्तर विशद करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11809) Bachelor of Commerce (NEP 2.0) (107050) SEC I - Applied Banking I Part 1 SEM 1





SC-05

Total No. of Pages : 4

Seat No.	

B.Com. (Part - I) (Semester - I) (NEP 2020)

Examination, November - 2024

PRINCIPLES OF MARKETING

(Paper - I)

Sub. Code : 87965

Day and Date : Saturday, 30-11-2024

Total Marks : 40

Time : 10.30 a.m. to 12.00 p.m.

Instruction : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1) Choose the correct alternative and rewrite the sentence.

8

- i) is the process of dividing market into smaller homogenous market.
- a) Positioning b) Market segmentation
c) Marketing research d) Consumer behavior
- ii) Long form of MIS is
- a) Management Information System
b) Marketing Introduction System
c) Management Introduction System
d) Marketing Information System
- iii) According to NABARD rural area means the area with population up to
- a) 10,000 b) 50,000
c) 30,000 d) 20 ,000
- iv) marketing is the method of connecting marketers and customers through internet.
- a) Social b) Green
c) Online d) Target
- v) Rural market of India is a market.
- a) large b) a) and c) both options
c) scattered d) small



SC-05

- vi) is the process whereby individuals decide what, when, where, who and whom to purchase goods and services.
- a) Marketing research b) Market segmentation
c) Positioning d) Consumer behaviour
- vii) is the movement of goods and services from manufacture to the consumer.
- a) Marketing b) Management
c) Purchase d) None of these
- viii) marketing helps to keep environment clean by reducing the pollutants.
- a) Social b) Online
c) Green d) Target

Q.2) What is meant by marketing? Explain the importance of marketing. 8

OR

Explain the process of marketing research.

Q.3) What is meant by market segmentation? Explain the bases of market segmentation. 8

OR

What is meant by rural marketing? Explain the importance of rural marketing.

Q.4) Write short answers : (Any two) 8

- i) Explain the scope of marketing.
ii) Explain the characteristics of rural marketing.
iii) Explain the positioning strategy.

Q.5) Write short notes on : (Any two) 8

- i) Target marketing
ii) Green marketing
iii) Marketing Information System



मराठी रुपांतर

सूचना : १. सर्व प्रश्न सोडविणे अनिवार्य आहेत.

२. उजवीकडील अंक प्रश्नाचे गुण दर्शवितात.

प्र.क्र.१. योग्य पर्याय निवडा आणि वाक्य पुन्हा लिहा.

8

- i) संपूर्ण बाजारपेठेचे लहान एकजिनसी बाजारपेठेमध्ये विभागीकरण करण्याच्या प्रक्रियेस म्हणतात.
 अ) स्थाननिश्चितीकरण ब) बाजारपेठ विभाजन
 क) विपणन संशोधन ड) उपभोक्त्याची वर्तनपद्धती
- ii) MIS चे दीर्घोत्तरी रूप हे आहे.
 अ) Management Information System
 ब) Marketing Introduction System
 क) Management Introduction System
 ड) Marketing Information System
- iii) नाबार्डच्या मते ग्रामीण भाग म्हणजे असा भाग जेथील लोकसंख्या पर्यंत असते.
 अ) 10,000 ब) 50,000
 क) 30,000 ड) 20,000
- iv) विपणन हे विपणक आणि ग्राहकांना इंटरनेटद्वारे जोडण्याची पद्धती आहे.
 अ) सामाजिक ब) हरित
 क) ऑनलाईन ड) लक्ष्य केंद्रित
- v) भारतीय ग्रामीण बाजारपेठ ही बाजारपेठ आहे.
 अ) मोठी ब) अ) आणि क) दोन्ही पर्याय
 क) विखुरलेली ड) लहान
- vi) ही एक अशी प्रक्रिया असून ज्याद्वारे व्यक्ती वस्तू व सेवा खरेदीचा निर्णय घेताना खरेदी ही काय, कोठे, कशी, केव्हा व कोणाकडून करावी हे ठरवितो.
 अ) विपणन संशोधन ब) बाजारपेठ विभाजन
 क) स्थाननिश्चितीकरण ड) उपभोक्त्याची वर्तनपद्धती

vii) वस्तु व सेवांची उत्पादकापासून ते उपभोक्त्यांपर्यंत हालचालीची प्रक्रिया म्हणजे होय.

अ) विपणन	ब) व्यवस्थापन
क) खरेदी	ड) यापैकी एकही नाही

viii) विपणन, हे प्रदूषके कमी करून पर्यावरण स्वच्छ ठेवण्यासाठी मदत करते.

अ) सामाजिक	ब) ऑनलाईन
क) हरित	ड) लक्ष्यकेंद्रित



प्र.क्र.२.विपणन म्हणजे काय? विपणनाचे महत्त्व स्पष्ट करा.

8

किंवा

विपणन संशोधनाची प्रक्रिया स्पष्ट करा.

प्र.क्र.३.बाजारपेठ विभाजन म्हणजे काय? बाजारपेठ विभाजनाचे आधार स्पष्ट करा.

8

किंवा

ग्रामीण विपणन म्हणजे काय? ग्रामीण विपणनाचे महत्त्व स्पष्ट करा.

प्र.क्र.४.थोडक्यात उत्तरे लिहा. (कोणतीही दोन)

8

- अ) विपणनाची व्याप्ती स्पष्ट करा.
- ब) ग्रामीण विपणनाची वैशिष्ट्ये स्पष्ट करा.
- क) स्थाननिश्चितीकरण व्यूहरचना स्पष्ट करा.

प्र.क्र.५.टिपा लिहा. (कोणत्याही दोन)

8

- अ) लक्ष्यकेंद्रित विपणन
- ब) हरित विपणन
- क) विपणन माहिती पद्धती (MIS)

Seat	
No.	



SK- 04

Total No. of Pages : 4

B.Com. (Part-I) (Semester – I)

Examination, April - 2025

Principles of Marketing (Paper-I)

Sub. Code - 87965/71475/59641

Day and Date : Tuesday, 08/04/2025

Total Marks : 40

Time : 2.30 p.m. to 4:00 p.m.

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

Q.1) Choose the appropriate alternative from among given below each statement and write it in the answer book.

08

- 1) includes all the activities involved in the creation of place, time and possession utilities.

1) Market	2) Marketing
3) Distribution	4) Sale
- 2) The quality of product and improvement are important element of concept.

1) product	2) production
3) selling	4) holistic
- 3) involves obtaining orders from customers and supplying them commodities.

1) Purchasing	2) Marketing
3) Distributing	4) Selling
- 4) Which of the following would be the best illustration of a sub-culture?

1) A religion	2) A group of close friends
3) Your university	4) None of the above
- 5) What is the first stage of the consumer decision process?

1) Need recognition	2) Post purchase behavior
3) Alternative evaluation	4) Purchase



SK- 04

- 6) In Kerala, AIDS controlling programmes are largely using
1) Social Marketing 2) Digital Marketing
3) Online Marketing 4) Green Marketing
- 7) is the method of connecting marketers and customers through internet.
1) Social Marketing 2) Online Marketing
3) Green Marketing 4) None of the above
- 8) The Indian population resides in
1) Towns 2) Urban areas
3) Cities 4) Villages

Q.2) Explain the importance of marketing. 08

OR

State the various concepts of marketing.

Q.3) Explain the factors affecting consumer behavior. 08

OR

Explain the importance of market segmentation.

Q.4) Write Short answers. (Any two out of three) 08

- 1) Explain the concept of market segmentation.
- 2) Explain the concept of Product positioning.
- 3) State the benefits of green marketing.

Q.5) Write Short Notes. (Any two out of three) 08

- 1) Rural marketing
- 2) Marketing mix for rural marketing.
- 3) Importance of rural marketing



SK - 04

मराठी रुपांतर

- सूचना :
- 1) सर्व प्रश्न आवश्यक आहेत.
 - 2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.
 - 3) जे विद्यार्थी मराठीतून उत्तर लिहू इच्छितात त्यांनी मूळ इंग्रजी प्रश्नपत्रिका वाचावी

प्र.1) प्रत्येक विधाना खाली दिलेल्या पर्यायामधून योग्य पर्याय निवडा आणि तो उत्तरपत्रिकेत लिहा.

08

- 1) मध्ये स्थळ, वेळ आणि ताबा उपयोगिता निर्माण करण्यासाठी करण्यात येणाऱ्या सर्व क्रियांचा समावेश होतो.
 - 1) बाजार
 - 2) विपणन
 - 3) वितरण
 - 4) विक्री
- 2) उत्पादनाची गुणवत्ता आणि सुधारणा.....संकल्पनेचे महत्त्वपूर्ण घटक आहेत.
 - 1) उत्पाद
 - 2) उत्पादन
 - 3) विक्री
 - 4) समग्र
- 3) मध्ये ग्राहकांकडून ऑर्डर स्वीकारणे आणि त्यांना वस्तूंचा पुरवठा करणे या क्रियांचा समावेश होतो.
 - 1) खरेदी
 - 2) विपणन
 - 3) वितरण
 - 4) विक्री
- 4) पुढीलपैकी कोणता घटक उप-संस्कृतीचे उत्कृष्ट उदाहरण असेल?
 - 1) धर्म
 - 2) जवळच्या मित्रांचा समूह
 - 3) विद्यापीठ
 - 4) वरीलपैकी नाही
- 5) ग्राहक निर्णय प्रक्रियेचा पहिला टप्पा कोणता आहे ?
 - 1) गरजा ओळखणे
 - 2) खरेदीनंतरचे वर्तन
 - 3) पर्यायांचे मूल्यांकन
 - 4) खरेदी
- 6) केरळमध्ये एड्स नियंत्रण कार्यक्रमांमध्ये मुख्यत्वे..... चा वापर केला जातो.
 - 1) सामाजिक विपणन
 - 2) डिजिटल विपणन
 - 3) ऑनलाईन विपणन
 - 4) ग्रीन विपणन



SK- 04

7) ही विपणनकर्त्यांना आणि ग्राहकांना इंटरनेटद्वारे जोडण्याची पद्धत आहे.

1) सामाजिक विपणन	2) ऑनलाईन विपणन
3) ग्रीन विपणन	3) वरील पैकी नाही

8) भारतातील जास्तीत जास्त लोकसंख्या..... मध्ये राहते.

1) गाव	2) शहरीभाग
3) शहरे	4) खेडे

प्र.2) विपणनाचे महत्त्व स्पष्ट करा.

08

किंवा

विपणनाच्या विविध संकल्पना स्पष्ट करा.

प्र.3) उपभोक्त्याच्या वर्तन पद्धतीवर प्रभाव टाकणारे घटक स्पष्ट करा.

08

किंवा

बाजारपेठ विभाजनाचे महत्त्व स्पष्ट करा.

प्र.4) थोडक्यात उत्तरे लिहा (तीन पैकी दोन)

08

- 1) बाजारपेठ विभाजनाची संकल्पना स्पष्ट करा.
- 2) वस्तूचे स्थान निश्चितीकरण ही संकल्पना स्पष्ट करा.
- 3) हरित विपणनाचे फायदे सांगा.

प्र.5) टीपा लिहा. (तीनपैकी कोणतेही दोन)

08

- 1) ग्रामीण विपणन
- 2) ग्रामीण विपणनासाठी विपणनमिश्रण
- 3) ग्रामीण विपणनाचे महत्त्व.



SC-03

- v) Organization is a concept.
- | | |
|---------------|-----------------|
| a) collective | b) personal |
| c) operative | d) professional |
- vi) There are levels in management.
- | | |
|----------|---------|
| a) four | b) five |
| c) three | d) one |
- vii) Minimum persons are required for completing communication process.
- | | |
|--------|---------|
| a) ten | b) five |
| c) two | d) one |
- viii) Directing to juniors what to do and how to work for completing certain performance is called
- | | |
|----------------|---------------|
| a) staffing | b) directing |
| c) controlling | d) organizing |

Q.2) Explain the various elements of core competence. 8

OR

Explain the sources of recruitment.

Q.3) What is meant by decision making? Explain its process. 8

OR

What is meant by planning? Explain its importance.

Q.4) Write short answers : (Any two) 8

- i) Explain six thinking hats.
- ii) Explain SWOC analysis technique.
- iii) Explain the types of theories of management.

Q.5) Write short notes on : (Any two) 8

- i) Hawthorne experiment.
- ii) Barriers to communication
- iii) Centralization and decentralization

२. उजवीकडील अंक प्रश्नाचे गुण दर्शवितात.

8

- P.T.O.**

viii) निश्चित कामगिरी पूर्ण करण्यासाठी कनिष्ठांनी काय काम करावे व कशा पद्धतीने करावे याचे दिशादर्शन करणे म्हणजे होय.

अ) कर्मचारी नियुक्ती	ब) निर्देशन
क) नियंत्रण	ड) संघटन



प्र.क्र.२.गाभाभूत सक्षमतेचे विविध घटक स्पष्ट करा.

8

किंवा

भरतीचे विविध मार्ग स्पष्ट करा.

प्र.क्र.३.निर्णय घेणे म्हणजे काय? निर्णय घेणे प्रक्रिया स्पष्ट करा.

8

किंवा

नियोजन म्हणजे काय? नियोजनाचे महत्त्व स्पष्ट करा.

प्र.क्र.४.थोडक्यात उत्तरे लिहा. (कोणतीही दोन)

8

- अ) सहा विचारशील हॅट्स स्पष्ट करा.
- ब) स्वॉक विश्लेषण तंत्र स्पष्ट करा.
- क) व्यवस्थापन सिद्धांताचे प्रकार स्पष्ट करा.

प्र.क्र.५.टिपा लिहा. (कोणत्याही दोन)

8

- अ) हॉथॉर्न प्रयोग
- ब) संदेशवहन अडथळे
- क) केंद्रीकरण व विकेंद्रीकरण



OE. Accounts.

QP-790

Total No. of Pages : 6

Seat No. _____

OCT_NOV_2024 WINTER EXAMINATION

Bachelor of Commerce (NEP 2.0) B.com-I Sem-I

Sub. Name: Accountancy Paper-I (Accounts of Partnership Firms)

Sub. Code: 106676

Day and Date: NOVEMBER ,26-11-2024

Total Marks: 80

Time: 10:30 AM To 01:30 PM

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

Special Inst.: 1. Question No. 1 and Question No. 2 are compulsory.
2. Attempt any three questions from Question No. 3 to Question No.6.

Q1) A. Choose the Correct Alternatives from the following **[10]**

- i. Goodwill is distributed among partners in ____ ratio.
 - A. Profit
 - B. New
 - C. Old Profit Sharing
 - D. Capital
- ii. For ascertaining the profit or loss for amalgamation of firm ____ account is prepared.
 - A. Revaluation
 - B. Capital
 - C. Balance sheet
 - D. Profit & Loss A/c
- iii. For amalgamation of partnership at least ____ firm are required.
 - A. One
 - B. Two
 - C. Three
 - D. Four
- iv. When a Partnership firm is taken over by a limited company it is called ____
 - A. Amalgamation of firms
 - B. Conversion of firm
 - C. Dissolution of firms
 - D. Reconstruction of firms
- v. Following are the methods of purchase consideration.
 - A. Net Asset Method
 - B. Net Payment Method
 - C. Lump Sum Method
 - D. All of the above

vi. In case of conversion profit or loss on the sale of firm is ascertained through----

- A. Profit and loss A/c
- B. Realization A/c
- C. Profit & Loss adjustment
- D. Profit & Loss appropriation



vii Surplus Capital Method is also known as -----

- A. Proportionate Capital Method
- B. Excess Capital Method
- C. High Relative Capital Method
- D. All of the above

viii Loan to firm by a partners wife is a -----

- i. A. Liability
- B. Loan
- C. Capital
- D. Investment

ix. At retirement of a partner the surrender value of the policy is issued to -----

- A. Partnership Firm
- B. Retired partner
- C. Continuing Partner
- D. None of the above

x. Joint Life Policy Premiums are paid by -----

- A. Each partner individually
- B. Partnership Firm
- C. From the Capital account of the firm
- D. From the Capital account of each partner

B. State True or False. [6]

1. Profit or Loss on revaluation is distributed among the partners in capital ratio.
2. Credit balance of revaluation account is profit on revaluation.
3. In case of conversion of partnership firm into limited company, partners became the directors of company.
4. The partner in a partnership firm cannot take separate policies on the life of each partner.
5. The partners' capital should be paid first and then other liabilities can be paid in piecemeal distribution.
6. Under Lump Sum method of purchase consideration, question of calculation of purchase consideration does not arise.

Q2) Write Short Notes. (Any four Out of Six)

[16]



QP-790

[16]

- a.
1. Purchase Consideration.
 2. Objectives of Amalgamation.
 3. Surrender value
 4. Priority of payment in Piecemeal Distribution.
 5. Joint Life Policy.
 6. Need of conversion of partnership firm into limited company.

Q3) The following were the Balance Sheet of the firms Akshay & Sunil and Ajay & Vijay [16]
on 31.3.2024 when they decided to amalgamate their business.

Liabilities	A & S	A&V	Assets	A & S	A & V
Creditors	1,26,000	1,62,000	Bank	72,000	36,000
Bill Payable	54,000	-	Debtors	99,000	1,08,000
Reserve Fund	72,000	-	Stock	81,000	1,12,500
Capital Accounts			Furniture	----	76,500
Akshay	49,500	-	Motor vans	-----	45,000
Sunil	58,500		Premises	1,08,000	-
Ajay	-	1,80,000	Goodwill	-----	72,000
Vijay	-	1,08,000			
	3,60,000	4,50,000		3,60,000	4,50,000

On the same day they decided to amalgamate the firms and formed new firm M/S Aradhana Traders. The terms of amalgamation were as follow:

- a) The new firm was to taken over the assets and liabilities of both the firms subject to M/s Akshay & Sunil meeting their Bills Payable out of their Bank balance.
- b) **The assets of Akshay & Sunil were valued as follows:**
Debtors Rs. 90,000, Premises Rs. 1,62,000, Stock Rs. 72,000, Goodwill Rs 60,000.
- c) **The assets of Ajay and Vijay were valued as follows:**
Debtors Rs. 90,000, Furniture Rs. 72,000, Stock Rs. 85,500, Goodwill Rs 27,000.
- d) Ajay took over the motor vans at an agreed value of Rs. 36,000
- e) M/s Ajay & Vijay to be credited with Rs. 10,500 being the value of patents rights which were not shown in the Balance Sheet
- f) Akshay and Sunil shared profit equally and Ajay and Vijay in the ratio of 3:2 in their respective firms. But in the new firm they should share in their capital ratio.
- g) It was decided that the new firm maintain Goodwill in the Balance Sheet in the books of new firm.
- h) The capital of the partner in the new firm was fixed at Rs. 90,000 each. Any excess of deficiency was to be transferred to the current accounts of partners.
Show the necessary accounts in the books of the old firms and the Balance Sheet of the new firm and also the capital accounts of the partners.

Q4) Asha, Bipasha and Chhaya were partners in a firm sharing profits and losses in the [16]
ratio of 5:3:2. On 31/03/2024 they agreed to sell their business to limited company called Aradhana Ltd. Company. On that date their position was as follows.



Liabilities	Amount	Assets	Amount
Capitals		Bank	20,000
Asha	1,00,000	Building	1,50,000
Bipasha	60,000	Furniture	40,000
Chhaya	40,000	Stock	60,000
Bank Loan	40,000	Debtors	30,000
Creditors	60,000		
	3,00,000		3,00,000

Additional Information:

The company agreed to take over the following assets at the valuation shown against them.

Building	1,80,000
Furniture	30,000
Stock	40,000
Debtors	28,000
Goodwill	40,000
Take over creditors at Rs.	58,000

The company paid the purchase consideration by the allotment of 2,000 shares of Rs. 100 each fully paid and the balance in cash.

Prepare necessary ledger accounts in the books of firm.

- Q5)** X, Y and Z were in partnership sharing profits and losses as 3:2:1 respectively. The [16] partnership was dissolved on 31st March, 2024. The Balance-Sheet of the firm on that date was as follows:



Liabilities	Amount	Assets	Amount
X's Capital	1,40,000	Cash in hand	28,000
Y's Capital	70,000	Sundry Debtors	2,94,000
Z's Capital	14,000	Stock-in-trade	1,12,000
Creditors	2,10,000		
Total	4,34,000	Total	4,34,000

There was a contingent liability in respect of a bill for Rs. 10,000 due on 25th August, 2024 under discount. It was agreed that the net realization should be distributed in their due order (at the end of each month) but as safely as possible.

The realization and expenses were as under:

2024	Stock and Debtors (Rs)	Expenses (Rs)
April	84,000	7,000
May	1,26,000	5,400
June	70,000	4,900
July	77,000	3,500
August	35,500	3,500

The stock was completely disposed off and amounts due from debtors were realized, the balance being irrecoverable. The acceptor of bill under discount met the bill on due date.

Prepare statement showing piecemeal distribution of cash, using Surplus Capital Method.

- Q6) A.** Amar, Akabar and Anthani are the partners sharing profits and losses in the ratio of 2:2:1 took out a Joint Life Policy for Rs. 15,00,000, paying an annual premium of Rs. 60,000, starting from 15 August 2018. [8]

The surrender Value of the policy was as follows:

2018-19	NIL	2021-22	60,000
2019-20	15,000	2022-23	1,05,000
2020-21	30,000		

Akabar died on 16th December 2022 and LIC paid the amount of policy on 10th January 2023. The accounts were closed on 31st March every year.

Show Joint Life Policy Account for all these years in the books of the firm

- B.** Subhash, Sanjay and Suraj sharing profits and losses in the ratio of 5:3:2 took out a Joint Life Policy for Rs. 2,00,000 paying an annual premium of Rs. 10,000, starting from 10th May 2018. [8]

The surrender Value of the policy was as follows:

2018-19	NIL	2021-22	6,000
2019-20	1,300	2022-23	11,000
2020-21	3,700		

Sanjay died on 15th February 2022 and amount of policy received from LIC on 15th March 2023. The accounts were closed on 31st March every year.

You are required to prepare Joint Life Policy Account and Joint Life Policy Reserve Account in the books of firm.

* * *

471651

Seat No	



OE- Account -
SK-45

Total No. of Pages : 6

B.Com. (Part - I) (Semester -I) (NEP 2020)
Examination, April- 2025
Accountancy Paper - I (Accounts of Partnership Firms)
Sub. Code : 106676

Day and Date : Wednesday, 23/04/2025

Total Marks :80

Time : 2.30 p.m. to 5.30 p.m.

- Instructions :**
1. Question No. 1 and 2 are compulsory.
 2. Attempt any three questions from question No. 3 to 6.
 3. Use of simple calculator is allowed.
 4. Figures to the right indicate full marks.

Q1) A) Choose the Correct Alternatives from the following. (10)

- 1) Profit or Loss on Revaluation Account is distributed among the partners in
A) Profit Ratio
B) New Ratio
C) Old Profit Sharing
D) Capital Ratio.
- 2) is type of combination of business two or more firms.
A) Amalgamation
B) Absorption
C) Reconstruction.
D) Dissolution.
- 3) In conversion of partnership firm into limited company all assets and external liabilities are transferred to
A) Balance Sheet
B) Realization Account.
C) Capital Account
D) Revaluation Account
- 4) Purchase Consideration = Assets –
A) Income
B) Expenditure
C) Liabilities
D) Revenue
- 5) In Piecemeal distribution out of the realization should paid first.
A) Realization Expenses
B) Government Dues and Taxes.
C) Outside Liabilities
D) Partner's Loan.

- 6) In Piecemeal distribution in the payment order last preference is given to
- A) Partner's Capital B) Partner's Loan
C) Outside Liabilities. D) Realization Expenses.
- 7) Surplus Capital Method is also known as.....
- A) Proportionate Capital Method
B) Excess Capital Method
C) High Relative Capital Method
D) All of these
- 8) In absence of any information, profit or loss will be distributed among the partners in ratio.
- A) Equal B) Unequal
C) Capital D) New
- 9) Joint Life Policy gives coverage to life of ----- person.
- A) More than one B) Less than two
C) Only one D) at least 20
- 10) The Insurance Company pays the amount of the Joint Life Policy on the....
- A) Maturity of the policy
B) Death of the partner
C) Maturity of the policy or the death of the partner, whichever is earlier.
D) Maturity of the policy or the death of the partner, whichever is later.

B) State True or False.**(6)**

1. Purchase Consideration means amount agreed to be paid by old firms to new company.
2. Debit balance of revaluation account is profit on revaluation.
3. Under Net Asset Method, purchase consideration is calculated by applying the formula like – Agreed values of assets taken over – Agreed values of liabilities taken over.
4. If any asset or liability is not taken over by the new firm or realized then it is distributed among the partner's in their capital ratio.



**SK-45**

5. The partners' capital should be paid first and then other liabilities can be paid in piecemeal distribution.
6. In Joint Life Policy premium on the policy is charged to Capital Account of each partner.

Q2) Write Short Notes. (Any four)**(16)**

1. Methods of Purchase Consideration.
2. Process of Amalgamation.
3. Need and objectives of conversion.
4. Methods of distribution of cash in Piecemeal Distribution.
5. Joint Life Policy.
6. Contingent Liability.

Q3) The following are the Balance Sheets of M/s A & B and M/s C & D as on 31st March, 2024 on which date they decided to amalgamate their business. **(16)**

Liabilities	A & B	C & D	Assets	A & B	C & D
Capitals Accounts			Land & building	45,000	30,000
A	90,000		Plant	36,000	24,000
B	60,000		Furniture	15,000	9,000
C	----	60,000	Stock	69,000	45,000
D	----	30,000	Debtors	75,000	30,000
Reserve Fund	30,000	----	Cash	15,000	12,000
Trade Creditors	75,000	60,000			
	2,55,000	1,50,000		2,55,000	1,50,000

A and B were sharing profit & losses in the ratio of 7:3 while C and D sharing profits and losses equally. On the next day they decided to amalgamate the firms and formed new firm M/s A, B, C and D firm. The terms of amalgamation were as under :

- a) The new firm was to take over all the assets and liabilities of both the firms.
- b) The assets of A and B were valued as under :
Land & Building Rs. 75,000, Plant Rs. 30,000, Furniture Rs. 9,000, Stock Rs. 60,000 and Debtors at book value and Goodwill Rs. 30,000
- c) The assets of C & D were valued as under :

Land & Building Rs. 36,000, Plant Rs. 15,000, Furniture and Debtors at book value, Stock at Rs. 30,000 and Goodwill Rs. 6,000

d) The new profit sharing ratio of A, B, C & D was agreed at 4:3:2:1.

You are required to

- Prepare necessary ledger accounts to close the books of old firm.
- Prepare the amalgamated balance sheet in the books of new firm.

Q4) Jay, Viru and Basanti carry on business in partnership sharing profits and losses in proportion of $\frac{4}{8}$, $\frac{3}{8}$ and $\frac{1}{8}$ respectively. On 31-03-2024 they agreed to sell their business to ABC Limited Company. Their position on that date was as follows. **(16)**

Liabilities	Amount	Assets	Amount
Capital A/c		Freehold property	90,000
Jay	1,00,000	Machinery	60,000
Viru	75,000	Book debts	75,000
Basanti	65,000	Stock	65,000
Bank Loan	20,000	Cash	10,000
Sundry creditors	40,000		
	3, 00, 000		3, 00, 000

The company took over the following assets at the valuation of

Freehold property	1,10,000
Stock	60,000
Machinery	55,000
Goodwill	20,000
Book debts	70,000

The company also agreed to pay the creditors which were agreed at Rs. 38,500. The company paid Rs. 1,68,000 in fully paid shares at Rs. 10 each and the balance in cash. The expenses amounted to Rs.2,500.

Prepare the ledger accounts in the books of firm.

Q5) A, B and C carrying on business in the partnership decided to dissolve it from 31st March, 2024. The following was their Balance Sheet on that date: **(16)**

Liabilities	Amount	Amount	Assets	Amount
Creditors		20,000	Fixed assets	50,000
General reserve		12,000	Current assets	42,000
Capital Accounts			Bank	10,000
A's Capital	40,000			
B's Capital	10,000			
C's Capital	20,000	70,000		
Total		1,02,000	Total	1,02,000



As per the arrangement of the bank, the partners were entitled to withdraw an amount of Rs. 5,000 only at present and the balance amount of Rs. 5,000 could be withdrawn after 1st July, 2024. It was actually withdrawn on 20th July, 2024.

It was decided that after keeping aside an amount of Rs. 2,000 for estimated realization expenses the available cash should be distributed between the partners immediately.

The following were the realization :

Fixed Assets :

1st April, 2024 Rs. 10,000, 25th May, 2024 Rs. 26,000, 20th June, 2024 (Final)
Rs. 10,000.

Current Assets :

1st April, 2024 Rs. 19,000, 25th May, 2024 Rs. 20,000, 20th June, 2024 (Final)
Rs. 9,000.

Actual realization expenses amounted to Rs. 1,550 only.

Prepare a statement showing the distribution of cash among the partners by applying 'Surplus Capital Method'.

Q6) A) A, B and C are the partners in a firm sharing profits and losses in the ratio of 3:2:1. They have taken a Joint Life Policy for Rs. 3,00,000 on 1/04/2015. The annual premium is Rs. 30,000. The surrender value of the policy is as follows:

2015 – 16	NIL	2016 – 17	6,000
2017 – 18	10,000		

C died on 10th March, 2018 and the policy amount is received on 31/03/2018. The partners close their accounts on 31st March every year.

Show Joint Life Policy Account for all these years in the books of the firm assuming that no corresponding reserve is created in the books. (8)

Q6) B) X, Y and Z were the partners sharing profits and losses in the ratio of 2:1:1. They took out a Joint Life Policy for Rs. 80,000 on 1/08/2020 at an annual premium of Rs. 4,000. The first premium was paid on 1/07/2020 itself.

The surrender value of the policy was as follows:

2020 – 21	NIL	2021 – 22	800
2022 – 23	2,000	2023 – 24	3,600

Z died on 20/07/2023 and the policy amount was received on 31/08/2023. The books of the accounts of the firm are closed on 31st March every year.

You are required to prepare Joint Life Policy Account and Joint Life Policy Reserve Account in the books of firm. (8)



Seat No.

QP-1512

Total No. of Pages : 3

OCT_NOV_2024 WINTER EXAMINATION

Bachelor of Commerce (NEP 2.0)

**Sub. Name: Tax Procedure & Practice I (Indian Income Tax System and
Income Tax Law)**

B.com. I Sem. I

Sub. Code: 55851/60251/72226/89701



Day and Date: NOVEMBER ,30-11-2024

Total Marks: 40

Time: 10:30 AM To 12:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question no. 1 & 2 are compulsory

2. Attempt any 3 questions from question no, 3 to 6

Q1) Solve following MCQ.

[8]

- i. Income Tax Act came into force on____
 - A. 1.4.1961
 - B. 1.4.1962
 - C. 1.4.1956
 - D. 1.4.1965
- ii. In which of the following cases, income of P.Y. is assessable in the previous year itself____
 - A. A persons leaving India
 - B. Salaried employee
 - C. Illegal business
 - D. Charitable institution
- iii. Income received in India during the previous year is taxable in the case of____
 - A. ROR
 - B. RNOR
 - C. NR
 - D. All of these
- iv. Indian income means____
 - A. Income accrued. Deemed to be accrued in India
 - B. Income received. Deemed to be received in India
 - C. Both (a) & (b)
 - D. None of the above
- v. Which of the following income is not exempt under section 10?
 - A. Share income of a member from a HUF
 - B. Share income of a partner from a firm
 - C. Salary received by a partner from a firm



QP-1512

D. Both (b) & (c)

vi. Capital Gains means _____

- A. An increase in the value of an asset
- B. An increase in the stock of capital
- C. An increase in the yield of an asset
- D. An increase in the amount of foreign capital

vii. _____ of salary is one of the components considered for house rent allowance, calculation in case the employee is residing in Delhi

- A. 60%
- B. 50%
- C. 40%
- D. 30%

viii. Deduction u/s 24(a) is _____

- A. 1/3rd of NAV
- B. Repairs actually incurred by the owner
- C. 30% of NAV
- D. Interest on borrowed capital

Q2) Write short note (any two)

[8]

- a.
- 1. Income
 - 2. Person
 - 3. Residential Status of individual

Q3) Mr. Sagar has the following receipts from his employer:

[8]

- 1) Basic salary Rs. 45,000/-p.m.
- 2) Dearness allowance (D.A.) Rs.7,000/-p.m.
- 3) City Compensatory Allowance Rs.1,500/-p.m.
- 4) Hostel Expenditure allowance for 2 children Rs. 600/-p.m. per children.
- 5) House Rent Allowance Rs.18,000/-p.m. He paid a rent of Rs. 20000/-p.m. for his accommodation at Kanpur.

You are required to compute his Gross Salary income for A.Y.2024-25. Also Find out the amount of HRA taxable in the hands of Mr.Sagar.

Q4) Miss. Sudha has two houses, the particulars of which are as follows F.Y.2023-24.

[8]

Particulars	HP 01 (SOP)	HP 02 (LOP)
1. Municipal value	8,00,000/-	9,30,000/-
2. Fair rent	7,90,000/-	9,15,000/-
3. Annual rent receivable	-----	10,45,000/-
4. Municipal taxes paid	12%	12%
5. Insurance charges paid	15,000/-	14,000/-

[2]

P.T.O.

6. Light & water charges	800p.m.	950p.m.
7. Interest on HP loan for construction	28,000/-	1,20,000/-

Both the houses were constructed during 2010. You are required to compute House property income for A.Y.2024-25.



Q5) Mr. Hari receives the following emoluments during the previous year ending 31.3.2024. **[8]**

- Basic pay Rs. 40,000/-p.m.
- Dearness Allowance Rs. 28,000/-p.m.
- Bonus Rs. 35,000/-p.a.
- Commission Rs. 65,000/-p.a.
- Medical expenses Rs. 18,000/-p.a.
- Professional tax paid Rs. 1,500/- p.a.
- Children Education Allowance (He has 2 children) Rs.900/-p.m. per children.
- Employer's contribution to Recognized Provident Fund- 20% of his basic pay.
- Interest credited to Recognized Provident Fund @12%p.a. Rs16000/-p.a.

Determine the income from salary of Mr. Hari for A.Y. 2024-25.

Q6) Mr. Nihal purchased a House for Rs. 15,75,000/- on 15th July, 2010, spent Rs. 4,15,000/- on its improvement during 2019-20. He sold the house for Rs. 38,00,000/- in the P.Y.2023-24. **[8]**

The cost inflation index:	Year	Rs.
	2010-11	167
	2019-20	289
	2023-24	348

Calculate the Capital gain of Mr. Nihal for A.Y. 2024-25.

* * *



Seat No.

B.Com-I sem-I

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Tax Procedure & Practice I (Indian Income Tax System and
Income Tax Law)****Sub. Code: 55851/60251/72226/89701****Day and Date: APRIL ,28-04-2025****Time: 02.30 PM To 04:00 PM****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1) Question No. 1&2 are compulsory****2) Attempt any 3 questions from question no.3 to 6****Total Marks: 40****Q1) Multiple Choice Questions (Each for 1 mark)****[8]**

- i. Income Tax Act came into the force on_____
 - A. 1.4.1961
 - B. 1.4.1962
 - C. 1.4.1956
 - D. 1.4.1965
- ii. A Person includes_____
 - A. Individual & HUF
 - B. Firm & Company
 - C. AOP/BOI, LA, Every AJP
 - D. All of the above
- iii. Income from salary includes_____
 - A. Basic payments
 - B. Allowances
 - C. Perquisites
 - D. All of the these
- iv. Capital Gains means_____
 - A. An increase in the value of an asset
 - B. An increase in the stock of capital
 - C. An increase in the yield of an asset
 - D. An increase in the amount of foreign capital
- v. Deduction u/s 24(b) is _____
 - A. 1/3rd of NAV
 - B. Interest on borrowed capital
 - C. 30% of NAV
 - D. Repairs actually incurred by the owner

- vi. Assessment Year is the period of 12 month commencing on 1st day of _____
- April every year
 - December every year
 - July every year
 - January every year



- vii. Cash gift received from a non-relative is regarded as income, but exempt amount is _____ p.a.
- Rs. 25,000/-
 - Rs. 50,000/-
 - Rs. 3,000/-
 - Rs. 75,000/-
- viii. Year in which income is taxable is known as _____
- Assessment year
 - Previous year
 - Calendar year
 - None of these

Q2) Write short note (Any two out of three)

[8]

- Exempt Income
- Previous year & Assessment year
- Residential Status of individual

Q3) Explain the allowances and perquisite under the head 'Income from Salaries'.

[8]

OR

Mr. Shamsundar receives the following emoluments during the previous year ending 31.3.2024. He is not a Government employee. Determine the income from salary of Mr. Shamsundar for A.Y. 2024-25.

- 1) Basic pay Rs. 36,000/-p.m.
- 2) Dearness Allowance Rs. 28,000/-p.m.
- 3) Bonus Rs. 36,000/-p.a
- 4) Commission Rs. 62,000/-p.a.
- 5) City Compensatory Allowance Rs.1,100/-p.m.
- 6) Children Education Allowance (He has 2 children) Rs.850/-p.m. per children.
- 7) Employer's contribution to Recognized Provident Fund- 15% of his basic pay.
- 8) Interest credited to Recognized Provident Fund @12%p.a. Rs20,000/-p.a.

Q4) Mr. Parikh purchased a House for Rs. 12,35,000/- on 10th January, 2009, spent Rs. 7,05,000/- on its improvement during 2020-21. He sold the house for Rs. 52,50,000/- in the P.Y.2023-24.

[8]

The cost inflation index: Year Rs.

2009-10	148
2020-21	301
2023-24	348



Calculate the Capital gain of Mr.Parikh for A.Y. 2024-25.

Q5) Mr. Avinash has two houses, the particulars of which are as follows P.Y.2023-24. **[8]**

Particulars	HP 01(SOP)	HP 02(LOP)
1. Municipal value	6,10,000/-	8,60,000/-
2. Fair rent	5,85,000/-	8,10,000/-
3. Annual rent receivable	-----	9,00,000/-
4. Municipal taxes paid	10%	12%
5. Ground rent	20,000/-	12,000/-
6. Light & water charges	800 p.m.	550 p.m.
7. Interest on HP loan for construction	26,000/-	1,60,000/-

Both the houses were constructed during 2015. You are required to compute House property income for A.Y.2024-25.

Q6) Mr. Surjit Sane has the following receipts from his employer: **[8]**

- 1) Basic salary Rs. 45,000/-p.m.
- 2) Dearness allowance (D.A.) Rs.27,000/-p.m.
- 3) Professional tax paid Rs. 1,500/- p.a.
- 4) Hostel Expenditure allowance for 2 children Rs. 900/-p.m. per children.
- 5) House Rent Allowance Rs.25,000/-p.m. He paid a rent of Rs. 19000/-p.m. for his accommodation at Pune.
- 6) Entertainment tax paid Rs. 7,500/-p.a.

You are required to compute his Gross Salary income for A.Y.2024-25. Also Find out the amount of HRA taxable in the hands of Mr.Surjit Sane. He is not a Government employee.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (778) B.Com.(Sem) (60251) Tax procedure & practice Paper-I Part 1 SEM 1
- 2] (778) B.Com.(Sem) (55851) Tax Procedure & Practice Paper-I Part 1 SEM 1
- 3] (7822) Bachelor of Commerce ((89701) Tax Procedure & Practice I (Indian Income Tax System and Income Tax Law) Part 1 SEM 1
- 4] (7801) Bachelor of Comm. (CBCS) (72226) Indian Income Tax System and Income Tax Law I Part 1 SEM 1



QP-1545

Total No. of Pages : 3

Seat No. _____

OCT_NOV_2024 WINTER EXAMINATION

Bachelor of Commerce (NEP 2.0)

B.com. I Sem. I

Sub. Name: Tax Procedure & Practice II (Goods and Services Tax)

Sub. Code: 55862/60252/72227/89702

Day and Date: DECEMBER ,02-12-2024

Total Marks: 40

Time: 10:30 AM To 12:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question No. 1 and 2 are compulsory.

2. Attempt any 3 questions from questions 3 to 6

Q1) Solve following MCQ.

[8]

- i. Which code is used to classify goods & services under GST?
 - A. HSN Code
 - B. SAC/HSN Code
 - C. GST Code
 - D. SAC Code
- ii. The incidence of tax on tax is called -
 - A. Tax cascading
 - B. Tax pyramiding
 - C. Tax evasion
 - D. Indirect tax
- iii. SGST is applicable when
 - A. Goods are sold within state
 - B. Goods are sold from one GST dealer to a customer
 - C. Goods are sold by a GST dealer to another GST dealer
 - D. Interstate supply
- iv. Zero rated supply includes supplies made -
 - A. By SEZ unit in India
 - B. To SEZ unit in India
 - C. Both A and B in India
 - D. None of these
- v. The rate of IGST is equal to the rate of
 - A. CGST
 - B. SGST
 - C. CGST plus the rate of SGST
 - D. SGST plus UTGST
- vi. Territorial waters means ----- nautical miles inside the sea is the part of



state so far as GST is concerned

- A. 24
- B. 12
- C. 200
- D. 100

vii. 'SEZ' means -

- A. Social Economic Zone
- B. Special Export Zone
- C. Specific Economic Zone
- D. Special Economic Zone

viii. Which type of tax is GST?

- A. Direct Tax
- B. Indirect Tax
- C. Local Body Tax
- D. None of above

Q2) Write short note on any 2 out of following -

[8]

- a. 1. Time of Supply
- 2. Tax Invoice
- 3. SGST

Q3) What is Input Tax Credit? Which conditions should be fulfilled to avail this credit? Write about the documents of credit as well as on the utilization of input tax credit. [8]

OR

A manufacturer procures input goods & services within state Rs. 1000/-. SGST & CGST rate on receipt is 10% each. He manufactured 2 products out of inputs. One product of value of Rs, 800/- was subject to SGST & CGST @ 12% each. Other product of Rs. 800/- was exempt from SGST & CGST. Calculate tax liability.

Q4) A person made intra-state sales of Rs. 1,00,000/- in January & collected CGST of Rs. 2500/- & SGST Rs. 2500/- at the rate of 5%. In the same month, he had made purchases of Rs. 80,000/- & paid CGST & SGST of Rs. 2,000/- each @ 5%. He had also paid a bill of internet of Rs. 1000/- GST paid on it is Rs. 180/-. Calculate tax liability. [8]

Q5) Value of supply of goods & services within state Rs. 1200/-. SGST and CGST rate 10% each. Value of receipt of goods inter-state Rs. 1000/-. IGST rate on receipt 20%. [8]

Calculate tax liability

- Q6)** Mr. Rakesh purchased goods worth Rs. 2,00,000/- (excluding CGST & SGST @ 5% each). He sold those goods for Rs. 4,20,000/- to Meena Stores, of Maharashtra (excluding CGST & SGST @ 5% each) [8]
Calculate tax liability of trader.

* * *



Seat No.

OCT_NOV_2024 WINTER EXAMINATION

11851 Other Elective (All Faculty)

B.com-I - Sem-I

Sub. Name: Science Technology and Development (SC)**Sub. Code: 106936**

B.A. I - Sem-I

Day and Date: DECEMBER ,15-12-2024**Total Marks: 40****Time: 02.30 PM To 04:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks



Q1) Choose the correct alternative from the following question. खालील प्रश्नांसाठी दिलेल्या [10]
पर्यायातून योग्य पर्याय निवडा.

- Which truth is discovered by science?
विज्ञान कोणत्या सत्याचा शोध घेते ?
A. Imaginative
अ) काल्पनिक
B. Factual
ब) वस्तुनिष्ठ
C. Poetic
क) काव्यात्मक
D. Logical
ड) तार्किक
- From which language the word science is derived?
विज्ञान हा शब्द कोणत्या भाषेतून आला आहे ?
A. Latin
अ) लॅटीन
B. Greek
ब) ग्रीक
C. French
क) फ्रेंच
D. Japanese
ड) जापनीज
- Which blood group is known as universal blood donor?
कोणता रक्तगट हा वैश्विक रक्तदाता म्हणून ओळखला जातो ?
A. A
अ) ए
B. AB
ब) एबी
C. O
क) ओ

D. B

ड) बी



iv. Match the following with four alternatives.

1) Blood Groups detection	a) Sir Francis Bacon
2) World AIDS Day	b) Leukemia
3) Scientific method	c) 1, December
4) Cancer	d) Carl Landsteiner

जोड्या जुळवून खालीलपैकी योग्य पर्याय निवडा.

१) रक्तगटाचा शोध	अ) सर फ्रान्सीस बेकन
२) जागतिक एड्स दिन	ब) लुकेमिया
३) वैज्ञानिक पद्धत	क) १ डिसेंबर
४) कॅन्सर	ड) कार्ल लँडस्टीनर

A. 1-a, 2-c, 3-b, 4-d

अ) १-अ, २-क, ३-ब, ४-ड

B. 1-d, 2-a, 3-b, 4-c

ब) १-ड, २-अ, ३-ब, ४-क

C. 1-d, 2-c, 3-a, 4-b

क) १-ड, २-क, ३-अ, ४-ब

D. 1-b, 2-a, 3-d, 4-c

ड) १-ब, २-अ, ३-ड, ४-क

v. Statements :

- 1) Science assumes symmetry in nature.
- 2) Scientific truth can be experienced by the sense.

विधान :

- १) विज्ञान निसर्गातील समरूपता मानते.
- २) वैज्ञानिक सत्याचा इंद्रियास अनुभव येवू शकतो.

Which of the following option is correct?

खालीलपैकी कोणता पर्याय योग्य आहे ?

- A. Statement 1 is correct and statement 2 is incorrect
अ) विधान १ बरोबर आहे आणि विधान २ बरोबर नाही
- B. Statement 2 is correct and statement 1 is incorrect
ब) विधान २ बरोबर आहे आणि विधान १ बरोबर नाही
- C. Both statements are correct
क) दोन्ही विधाने बरोबर आहेत
- D. Both statements are incorrect
ड) दोन्ही विधाने चूक आहेत

Q2) Write short notes (Any two) टिपा लिहा (कोणत्याही दोन)

[10]

- a. scope of Science and Technology
अ) विज्ञान आणि तंत्रज्ञानाची व्याप्ती
- b. Development of Science and Technology in India
ब) भारतातील विज्ञान आणि तंत्रज्ञानाचा विकास



- c. Blood Groups
क) रक्तगट
- d. Need of Cleanliness
ड) स्वच्छतेची गरज

Q3) Write detail answer of a following questions. (Any Two)

[20]

- a. What is science? Explain the stages of scientific study method.
अ) विज्ञान म्हणजे काय ? वैज्ञानिक अभ्यासपद्धतीचे टप्पे स्पष्ट करा.
- b. Explain the fundamental concepts of scientific thinking.
ब) वैज्ञानिक विचारपद्धतीतील मुलभूत संकल्पना स्पष्ट करा.
- c. What is addiction? Explain the causes, effects and remedies of addiction.
क) व्यसनाधीनता म्हणजे काय ? व्यसनाधीनतेची कारणे, परिणाम व उपाय स्पष्ट करा.
- d. Explain the causes, symptoms and types of cancer.
ड) कर्करोगाची कारणे, लक्षणे आणि प्रकार स्पष्ट करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (106936) Science Technology and Development (SC) Part 1 SEM 1





B.COM. – Ist Year

SEM – II

Previous Year

Question Papers

Academic Year

(2024-25)



Seat No. **OCT_NOV_2024 WINTER EXAMINATION**7822 Bachelor of Commerce (NEP20) **B.com-1 Sem II****Sub. Name: Constitution of India and Local self Government****Sub. Code: 89349/88340/89249/88356,89442,89348
,90238,89309,89068,89136,89202,89072,89890,89309****Day and Date: DECEMBER ,08-12-2024****Total Marks: 50****Time: 02.30 PM To 04:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Special Inst.: Two marks for each question****Q1)** Choose the correct option and write the answers to the following questions. (योग्य [50]
पर्याय निवडून खालील प्रश्नांची उत्तरे लिहा.)**i.** is the current Prime Minister of India.

-----हे भारताचे सध्याचे पंतप्रधान आहेत.

- A. Sharad Pawar शरद पवार
- B. Nitin Gadkari नितीन गडकरी
- C. Amit Shah अमित शहा
- D. Narendra Modi नरेंद्र मोदी

ii. On 26 January 1950, India became a ----- country.

२६ जानेवारी १९५० रोजी भारत एक ----- देश बनला.

- A. independent स्वतंत्र
- B. Republic प्रजासत्ताक
- C. Autonomous स्वायत्त
- D. Advanced प्रगत

iii. The important task of summarizing the entire philosophy of the Indian Constitution is being done in.....

भारतीय संविधानाचे संपूर्ण तत्वज्ञान सारांशरूपाने सांगण्याचे महत्वपूर्ण कार्य ----करीत आहे.

- A. Preamble उद्देशपत्रिका
- B. Judicial System न्यायव्यवस्था
- C. Law Code कायदेसंहिता
- D. None of these यापैकी नाही

iv. Judicial system of India is of ----- type.

भारताची न्यायव्यवस्था ----- प्रकारची आहे.

- A. double दुहेरी
- B. Unionist संघात्मक
- C. integrated एकात्म
- D. None of these यापैकी नाही

- v. was the Chairman of the Drafting Committee among the various subject committees of the Constituent Assembly.

घटनापरिषदेच्या विविध विषय समित्यांमधील मसुदा समितेचे ----- हे अध्यक्ष होते.

- A. Pandit Nehru पंडित नेहरू
- B. Sardar Patel सरदार पटेल
- C. Dr. Babasaheb Ambedkar डॉ. बाबासाहेब आंबेडकर
- D. Dr. Rajendra Prasad डॉ. राजेंद्र प्रसाद



- vi. Articles were adopted in the Constitution of India.

भारतीय राज्यघटनेत ----- कलमांचा स्वीकार करण्यात आला.

- A. 395
- B. 300
- C. 25
- D. 500

- vii. The Constitution of India is the ----- written constitution in the world.

भारताची राज्यघटना ही जगातील सर्वात ----- लिखित राज्यघटना आहे.

- A. oldest जुनी
- B. smallest लहान
- C. largest मोठी
- D. None of these यापैकी नाही

- viii. ----- is the present Chief Minister of Maharashtra State.

-----हे महाराष्ट्र राज्याचे सद्याचे मुख्यमंत्री आहेत.

- A. Devendra Fadnavis देवेंद्र फडणवीस
- B. Eknath Shinde एकनाथ शिंदे
- C. None of these यापैकी नाही
- D. Ajit Pawar अजित पवार

- ix. In India, adult suffrage has been given to every adult male and female citizen.

भारतामध्ये ----- वय पूर्ण असणाऱ्या प्रत्येक स्त्री-पुरुष नागरिकाला प्रौढ मताधिकार दिला आहे.

- A. 15 years
- B. 18 years
- C. 21 years
- D. 25 years

- x. article of the Constitution of India provides that no person shall be deprived of life or personal liberty except in accordance with the procedure prescribed by law.

कायद्याने ठरवून दिलेल्या कार्यपद्धतीखेरीज कोणत्याही व्यक्तीचे जीवित किंवा वयक्तिक स्वातंत्र्य हिरावून घेतले जाणार नाही अशी तरतूद भारतीय राज्यघटनेच्या कोणत्या कलमात आहे.

- A. 21
- B. 25
- C. 18
- D. 19

- xi. The right to constitutional remedy is enshrined in Article --- of the Constitution of India.

घटनात्मक उपाययोजनेचा अधिकार भारतीय राज्यघटनेच्या कलाम ---मध्ये आहे.

- A. 32
- B. 35
- C. 40
- D. 25



- xii. A law which interferes with fundamental rights would be struck down by

मूलभूत हक्कांचा संकोच करणारा कायदा घटनाबाह्य आहे म्हणून रद्द करण्याचा अधिकार... आहे.

- A. Prime Minister पंतप्रधानांना
- B. the President राष्ट्रपतींना
- C. Court न्यायालयाला
- D. the Vice President उपराष्ट्रपतींना

- xiii. holds the post of President of Gram Sabha.

ग्रामसभेचे अध्यक्षपद कोणाकडे असते.

- A. Sarpanch सरपंच
- B. Talathi तलाठी
- C. Gram Sevak ग्रामसेवक
- D. President *Tantamukta* तंटामुक्त अध्यक्ष

- xiv. Panchayat Raj was established in Maharashtra on the recommendation of committee.

महाराष्ट्रात कोणत्या समितीच्या शिफारशीवरून पंचायतराज स्थापना केली.

- A. L.N. Bongirwar एल.एन. बोंगीरवार
- B. Principal P.B. Patil प्राचार्य पी. बी. पाटील
- C. Balwantrao Mehta बलवंतराय मेहता
- D. Vasant Naik वसंतराव नाईक

- xv. years is the tenure of Sarpanch.

सरपंच पदाचा कार्यकाळ किती वर्षांचा असतो.

- A. Three तीन
- B. Four चार
- C. Five पाच
- D. Six सहा

- xvi. A candidate must be years to contest the Gram Panchayat election.

ग्रामपंचायतीची निवडणूक लढविण्यासाठी उमेदवाराचे किती वय पूर्ण असावे लागते.

- A. 18
- B. 21
- C. 25
- D. 30

- xvii. years is the tenure of Zilla Parishad.



QP-2127

जिल्हा परिषदेचा कार्यकाळ किती वर्षांचा असतो.

- A. Three तीन
- B. Four चार
- C. Five पाच
- D. Six सहा

xviii. years is the term of office of the president of Zilla Parishad.

जिल्हा परिषदेच्या अध्यक्षाचा कार्यकाळ किती वर्षांचा असतो.

- A. Two and a half years अडीच वर्षांचा
- B. Three years तीन वर्षांचा
- C. Five years पाच वर्षांचा
- D. Six years सहा वर्षांचा

xix. Panchayat Raj was established in..... Maharashtra.

कोणत्या साली महाराष्ट्रात पंचायतराज स्थापना करण्यात आली.

- A. 1 May 1960
- B. 1 May 1962
- C. 10 May 1960
- D. 10 May 1962

xx. is the Administrative Head of Zilla Parishad.

जिल्हा परिषदेच्या प्रशासकीय प्रमुखास काय म्हणतात.

- A. Commissioner आयुक्त
- B. Group Development Officer गटविकास अधिकारी
- C. Chief Executive Officer मुख्य कार्यकारी अधिकारी
- D. Collector जिल्हाधिकारी

xxi. In the year 1993, as per the..... Amendment, constitutional status was given to the urban local self-government bodies.

१९९३ साली वी घटनादुरुस्ती होऊन नागरी स्थानिक स्वराज्य संस्थांना घटनात्मक दर्जा प्राप्त झाला.

- A. 42
- B. 44
- C. 73
- D. 74

xxii. years is the tenure of mayor and deputy mayor.

महापौर व उपमहापौर यांचा कार्यकाळ किती वर्षांचा असतो.

- A. Two and a half years अडीच वर्षांचा
- B. Three years तीन वर्षांचा
- C. Five years पाच वर्षांचा
- D. Six years सहा वर्षांचा

xxiii. is the Administrative Head of the Municipal Corporation.

महानगरपालिकेच्या प्रशासकीय प्रमुखास काय म्हणतात.

- A. Collector जिल्हाधिकारी

- B. Chief Executive Officer मुख्य कार्यकारी अधिकारी
- C. Group Development Officer गटविकास अधिकारी
- D. Commissioner आयुक्त



xxiv. At present, the mayor of the municipality is directly elected.....

सध्या नगरपालिकेच्या कार्यक्षेत्रातील..... नगराध्यक्षाची थेट निवड केली जाते.

- A. from the electorate मतदारांकडून
- B. to the members सदस्यांकडून
- C. to the administrative staff प्रशासकीय नोकरवर्गाकडून
- D. none of these यापैकी नाही

xxv. years is the tenure of the Standing Committee and its Chairman.

स्थायी समिती व तिच्या सभापतीचा कार्यकाळ किती वर्षांचा असतो.

- A. One
- B. Three
- C. Five
- D. Six

* * *



Seat No.

B.com - I Sem - II

MAR APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0) Sem - II****Sub. Name: Financial Literacy****Sub. Code: 92296/91478/92963/91175/91673****Day and Date: APRIL ,27-04-2025****Time: 10:30 AM To 12:00 PM****Total Marks: 50****Instructions: 1. All questions are compulsory****Q1) Solve following MCQ.****[50]**

- i. Full form of ATM is -----/ए. टी. एम. चे दीर्घ स्वरूप -----
 - A. Automated Teller Machine
 - B. Automatic Teller Machine
 - C. Automatic Transaction Machine
 - D. Advance Teller-Machine
- ii. Who can open bank account? बँक खाते कोण उघडू शकतो ?
 - A. Indian citizen/भारतीय नागरिक
 - B. Non Resident Indian/अनिवासी भारतीय
 - C. Illiterate/निरीक्षर
 - D. All of above/वरील सर्व
- iii. What is meant by Aadhaar seeding?/आधार सीडींग म्हणजे काय ?
 - A. Linking of Aadhaar with Bank account/ बँक खात्याशी आधार संलग्नित करणे
 - B. Duplicate issuance of Aadhaar/ आधाराची दुबार प्रत जारी करणे
 - C. Transfer of Aadhaar/ आधाराचे हस्तांतरण
 - D. None of above/ वरीलपैकी नाही
- iv. What is Atal Pension Yojana (APY)?/ अटल पेन्शन योजना म्हणजे काय ?
 - A. Provides social security to the unorganized sector/असंघटित क्षेत्राला सामाजिक सुरक्षा प्रधान करणे
 - B. Encourages workers to voluntarily save for their retirement/ कामगारांना त्यांच्या सेवा निवृत्तीसाठी स्वेच्छेने बचत करण्यास मदत करते
 - C. Fixed pension is paid on attaining age of 60 years/ वयाची ६० वर्ष पूर्ण झाल्यावर निश्चित पेन्शन मिळणे
 - D. All of above/ वरील सर्व
- v. What is electronic representation of cash?/रोखीचे इलेक्ट्रॉनिक प्रतिनिधित्व काय आहे ?
 - A. E-Cash/ ई-कॅश
 - B. Electronic cash/ इलेक्ट्रॉनिक रोख
 - C. Digital Cash/ डिजिटल रोख
 - D. All of these/वरील सर्व

- vi. Banks pays interest on-----/बँका----वर व्याज देतात.
 A. Deposits/ठेवी
 B. Loans/कर्जावर
 C. Both (a) & (b)/ दोन्ही अआणि ब
 D. None of above/यापैकी नाही
- vii. What is RuPay Debit Card?/ रुपये डेबिट कार्ड म्हणजे काय ?
 A. Domestic debit card/डोमेस्टिक डेबिट कार्ड
 B. Accepted at all ATMs & PoS machines/ सर्व ए टी एम व पीओएस वर स्वीकारले जाते
 C. Introduced by National Payments Corporation of India/ नॅशनल पेमेन्ट कोर्पोरेशन ऑफ इंडिया ने जारी केले
 D. All of the above/ वरील सर्व
- viii. Currency notes are issued by.../----- द्वारे चलनी नोटा जारी केल्या जातात.
 A. RBI/ आर. बी. आय
 B. NABARD/ नाबार्ड
 C. Public sector banks/ सार्वजनिक क्षेत्रातील बँका
 D. Central Government/ केंद्र सरकार
- ix. Coins are issued by/ चलनातील नाणी ----- द्वारा जारी केल्या जातात.
 A. Government of India/ भारत सरकार
 B. NABARD/ नाबार्ड
 C. Public sector banks/ सार्वजनिक क्षेत्रातील बँका
 D. State Bank of India/ स्टेट बँक ऑफ इंडिया
- x. We should keep our savings with banks because/ आपण आपली बचत बँकेत ठेवली पाहिजे कारण -----
 A. For safety/सुरक्षेसाठी
 B. Earns interest/ व्याज मिळवण्यासाठी
 C. Can be withdrawn anytime/ कधीही काढता येते
 D. All of above/ वरील सर्व
- xi. Rupee note is signed by-----/ नोटांवर ----- यांची स्वाक्षरी असते.
 A. Prime Minister/पंतप्रधान
 B. Finance Minister/अर्थमंत्री
 C. RBI Governor/गव्हर्नर
 D. None of above/राष्ट्रपती
- xii. Long form of KYC -----/ के. वाय. सी. चे दीर्घ स्वरूप -----
 A. Know your customer
 B. Know your character
 C. Knowledge Your Customer
 D. All of above/ वरील सर्व
- xiii. Legal instrument of exchange in economy is-----/ अर्थव्यवस्थेतील विनिमयाचे



कायदेशीर साधन म्हणजे -----.

- A. Comodity/ वस्तू
- B. Money/ पैसा
- C. Service/ सेवा
- D. Debenture/ कर्जरोखा



xiv. ----- is working as loan evaluator in India./ भारतात कर्ज मूल्यांकन संस्था म्हणून -----

-- काम करते.

- A. CIBIL/सिबिल
- B. CARE/ केअर
- C. ICRA/ इकरा
- D. CRISIL/क्रिसिल

xv. Who is the present Governor of RBI? आर. बी. आय. चे सध्याचे गव्हर्नर कोण आहेत ?

- A. K.C. Chakrabarty/के. सि. चक्रवर्ती
- B. Sanjay Malhotra / संजय मल्होत्रा
- C. Raghuram Rajan/रघुराम राजन
- D. Shaktikant Das/शक्तिकांत दास

xvi. From year -----NEFT facility available through electronic mode./ -----

वर्षापासून इलेक्ट्रॉनिक एन. एफ. टी. मोडद्वारे सुविधा उपलब्ध.

- A. 2005/२००५
- B. 2006/२००६
- C. 2007/२००७
- D. 2008/२००८

xvii. ----- currency is the currency which is made by using Block Chain Technology----- हे चलन ब्लॉकचेन तंत्रज्ञान वापरून बनवले जाते.

- A. Coin/ नाणे
- B. Crypto/ क्रिप्टो
- C. Illegal/ बेकायदेशीर
- D. Legal/ कायदेशीर

xviii. Which committee mooted the idea of payments banks?/पेमेंट बँकांची कल्पना कोणत्या समितीने मांडली ?

- A. Bhima Jalan/भीमा जालान
- B. Nachiket Moor/ नचिकेत मोर
- C. P. J. Nayak/पी. जे. नायक
- D. Y. V. Reddy/ वाय. व्ही. रेड्डी

xix. Which of the following amount we can transfer through RTGS?/खालीलपैकी कोणती रक्कम आपण RTGS द्वारे हस्तांतरित करू शकतो ?

- A. 10,000/१०,०००
- B. 20,000/२०,०००
- C. 100,000/१००,०००
- D. 200,000/२००,०००

xx. First Payment Bank was introduced in India-----/भारतात पहिली पेमेंटबँक-----
सुरु झाली.

- A. 1 March, 2017/ १ मार्च २०१७
- B. 1 April, 2017/ १ एप्रिल २०१७
- C. 1 May, 2017/ १ मे २०१७
- D. 1 June, 2017/ १ जून २०१७



xxi. In 2008, ----- Bank was the first bank to launch mobile banking in India/
बँक ही भारतात मोबाईल बँकिंग सुरु करणारी पहिली बँक होती.

- A. ICICI Bank/ आय.सी.आय.सी.आय. बँक
- B. HDFC Bank / एच.डी.एफ.सी. बँक
- C. IDBI Bank/ आय.डी.बी.आय. बँक
- D. Central Bank of India/ सेंट्रल बँक ऑफ इंडिया

xxii. Sovereign ----- are RBI mandated certificates issued against grams of gold, allowing individuals to invest in gold without the strain of safekeeping their physical asset./सार्वभौम ----- हे RBI कडून ग्रॅम सोन्यासाठी जारी केलेले अनिवार्य प्रमाणपत्र आहेत, ज्यामुळे व्यक्तींना त्यांच्या भौतिक मालमत्तेची सुरक्षितता न ठेवता सोन्यात गुंतवणूक करता येते.

- A. Gold bonds/सुवर्ण रोखे
- B. Debenture/कर्जरोखा
- C. Promissory Note/वचन चिट्ठी
- D. Treasury Bills/कोषागार हुंड्या

xxiii. ----- means a financial platform where shares of companies are bought and sold./----- म्हणजे एक आर्थिक प्लेटफॉर्म जिथे कंपन्यांचे शेअर्स खरेदी आणि विक्री केली जाते.

- A. Stock Market/भाग बाजार
- B. Mutual Fund/म्युच्युअल फंड
- C. Investment/गुंतवणूक
- D. Vegetable Market/भाजी बाजार

xxiv. ----- means a financial security instrument, in which an individual, family, or business enters into an agreement by paying regular premiums to protect themselves against potential risks or losses./-----म्हणजे एक आर्थिक सुरक्षा साधन आहे, ज्यामध्ये व्यक्ती, कुटुंब, किंवा व्यवसाय संभाव्य धोके किंवा नुकसानापासून स्वतःला संरक्षित ठेवण्यासाठी नियमित प्रीमियम भरून एक करार करतात.

- A. Insurance/विमा
- B. Investment/गुंतवणूक
- C. Saving/बचत
- D. Deposit/ठेव

xxv. The full form of PIN is-----/ PIN चे पूर्ण रूप ----- आहे.

- A. Personal Identification Number
- B. Professional Income Number
- C. Professional Identification Number

D. Personal Income Number

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.



- 1] (7824) Bachelor of Computer Application (CBCS)NEP (91175) Financial Literacy Part 2 SEM 3
- 2] (7826) Bachelor of B.Com Bank Management(Entire) NEP (91478) SEC III - Financial Literacy Part 2 SEM 3
- 3] (7822) Bachelor of Commerce (NEP20) (92296) Financial Literacy Part 2 SEM 3
- 4] (7823) Bachelor of Business Administration NEP (91673) Financial Literacy Part 2 SEM 3
- 5] (7825) Bachelor of B. Com Information Technolgy (IT) (92963) Financial Literacy Part 2 SEM 3

Seat No.

B.com-I Sem-II

**MAR-APR 2025 SUMMER EXAMINATION****11851 Other Elective (All Faculty)****Sub. Name: Prayojanmulak Hindi aur Kahaniya****Sub. Code: 110177****Day and Date: APRIL ,27-04-2025****Total Marks: 40****Time: 02.30 PM To 04:00 PM**

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

Q1) A. नीचे दिए विकल्पों में से सही विकल्प चुनिए।**[6]****i.** साक्षात्कार को अंग्रेजी में क्या कहते हैं ?

- A. Internet
- B. Interview
- C. Interval
- D. Interest

ii. 'समय' कहानी के लेखक कौन हैं ?

- A. प्रेमचंद
- B. नागार्जुन
- C. यशपाल
- D. जैनेन्द्र

iii. 'सुख' कहानी कौनसी पत्रिका में प्रकाशित हुई थी ?

- A. जागरण
- B. कल्पना
- C. हंस
- D. लोकमत

iv. राणाजी किस कहानी का प्रमुख पात्र है ?

- A. कफन
- B. दुःख
- C. समय
- D. छोटा किसान

v. दामोदर खडसे की कहानी का नाम क्या है ?

- A. चुभता हुआ घोंसला
- B. कामायनी
- C. सुख
- D. विराम

vi. दिनेश परिवार चलाने के लिए क्या बेचता था ?

- A. कपड़े

- B. सब्जी
- C. खिलौने
- D. आम



B. नीचे दिए विकल्पों में से सही विकल्प चुनकर रिक्त स्थानों की पूर्ती कीजिए।

[4]

i. जिसका साक्षात्कार लिया जाता है उसे ----- कहा जाता है।

- A. साक्षात्कारकर्ता
- B. सूत्रधार
- C. खलनायक
- D. अभिनेता

ii. प्रत्येक व्यक्ति को ----- के अनुसार अपने आचार-विचार, व्यवहार में परिवर्तन लाना चाहिए।

- A. समय
- B. घर
- C. इच्छाशक्ति
- D. परिवार

iii. 'सुख' कहानी का नायक ----- है।

- A. भोलाबाबू
- B. माधवराव
- C. नीलू
- D. केशव

iv. 'छोटा किसान' कहानी ----- संग्रह से ली है।

- A. बड़ा किसान
- B. छोटा किसान
- C. मंझला किसान
- D. मजदूर

Q2) निम्नलिखित प्रश्नों के उत्तर 150-200 शब्दों में लिखिए। (चार में से दो)

[10]

- a. 1. साक्षात्कार के उद्देश स्पष्ट कीजिए।
- 2. 'सुख' कहानी का आशय स्पष्ट कीजिए।
- 3. 'चुभता हुआ घोसला' कहानी के शीर्षक की सार्थकता स्पष्ट कीजिए।
- 4. 'छोटा किसान' कहानी द्वारा लेखक ने हमें क्या संदेश दिया है ?

Q3) निम्नलिखित प्रश्नों के उत्तर 500-800 शब्दों में लिखिए। (दो में से एक)

[20]

- a. साक्षात्कार का स्वरूप बताकर उसका महत्व स्पष्ट कीजिए।
अथवा
'समय' कहानी की कथावस्तु विस्तार से विशद कीजिए।

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.



1] (11851) Other Elective (All Faculty) (110177) Prayojanmulak Hindi aur Kahaniya Part 1 SEM 2

678538

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Studies Paper II (Introduction to Marketing)****Sub. Code: 109919****Day and Date: APRIL ,26-04-2025****Time: 10:30 AM To 01:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80**

- Q1) A.** Multiple choice Questions (6 questions 4 alternatives) रिकाम्या जागी योग्य पर्याय [12] लिहा.
- i. Marketing is process.
विपणन ही एक चालणारी प्रक्रिया आहे.
- A. Continuous निरंतर
B. Short term अल्पकाळ
C. Medium time मध्यमकालीन
D. Occasional प्रासंगिक
- ii. The economic environment is a component of environment.
आर्थिक पर्यावरण हा विपणनाच्या पर्यावरणातील घटक आहे.
- A. Internal अंतर्गत
B. External बहिर्गत
C. Informal अनौपचारिक
D. Formal औपचारिक
- iii. is considered the father of the marketing mix concept.
विपणन मिश्रण संकल्पनेचे जनक यांना मानले जाते.
- A. Neil Borden नील बोर्डन
B. Yujin Maikarthi युजीन मैकार्थी
C. Philip Kotler फिलीप कोटलर
D. David Acker डेविड एकर
- iv. A sales promotion mix includes factors
विक्रय वृद्धी मिश्रणामध्ये घटकांचा समावेश होतो.
- A. Advertise जाहिरात
B. Personal selling वैयक्तिक विक्री
C. Public relation जनसंपर्क
D. Above all वरील सर्व
- v. Consumer behavior is a social, physical and process.
उपभोक्त्याची वर्तन पद्धति ही एक सामाजिक, शारीरिक, व प्रक्रिया आहे.
- A. Virtual आभासी
B. Professional व्यावसायिक

- C. Psychological मानसिक
D. Ornamental अलंकारिक

vi. The final objective of social marketing is

सामाजिक विपणनाचे हे अंतिम उद्दिष्ट्य असते.

- A. Social welfare समाजाचे कल्याण
B. Maximum Profit महत्तम नफा
C. Capitalism भांडवलशाही
D. None of the above वरीलपैकी नाही

B. Match the Pairs योग्य जोड्या जुळवा

[4]

Group 1

1. Marketing Mix विपणन मिश्रण

2. Placement वितरण

3. Economic Factor आर्थिक घटक

4. Digital Marketing डिजिटल विपणन

Group 2

a. Producer- customer उत्पादक- ग्राहक

b. Online Marketing ऑनलाइन विपणन

c. Product, Price, Placement and Promotion वस्तू, किंमत, वितरण आणि विक्रयवृद्धी

d. Extra Income अतिरिक्त उत्पन्न

- A. 1. - C, 2. - A, 3. - D, 4. - B
B. 1. - A, 2. - D, 3. - C, 4. - B
C. 1. - D, 2. - A, 3. - B, 4. - C
D. 1. - A, 2. - C, 3. - C, 4. - B

C. 1. In market segmentation market is divided in homogeneous groups. [4]

१. बाजारपेठ विभाजनामध्ये बाजारपेठेचे एकजिनसी समूहात भाग पडले जातात.

2. Digital Marketing is not a part of E-commerce.

2 डिजिटल विपणन हा ई- कॉमर्सचा भाग नाही.

- A. 1. False, चूक 2. True, बरोबर
B. 1. True, बरोबर 2. False, चूक
C. 1. True, बरोबर 2. True, बरोबर
D. 1. False, चूक 2. False, चूक

Q2) Write Short Notes (Any four out of Six) टिपा लिहा. (सहापैकी कोणत्याही चार)

[20]

a. Marketing विपणन

[5]

b. Marketing Environment विपणन पर्यावरण

[5]

c. Product Mix वस्तू मिश्रण

[5]



- d. Advertisement जाहिरात [5]
- e. Consumer Behaviour ग्राहक वर्तणूक [5]
- f. Marketing Research विपणन संशोधन [5]
- Q3) Write answer in Short (Any four out of six)** [20]
थोडक्यात उत्तरे लिहा. (सहापैकी कोणतीही चार)
- a. Briefly explain the nature of marketing. [5]
विपणनाचे स्वरूप थोडक्यात स्पष्ट करा.
- b. Explain the types of distribution channels in brief. [5]
वितरण मार्गांचे प्रकार थोडक्यात स्पष्ट करा.
- c. Explain the importance of market segmentation. [5]
बाजारपेठ विभाजनाचे महत्व स्पष्ट करा.
- d. Explain the importance of consumer behavior. [5]
उपभोक्ता वर्तणुकीचे महत्व विषद करा.
- e. Explain the components of marketing information system. [5]
विपणन माहिती पद्धतीचे घटक स्पष्ट करा.
- f. Explain the importance of green marketing. [5]
हरित विपणनाचे महत्व विषद करा.
- Q4) Answer the following (Any two out of six)** [20]
सविस्तर उत्तरे लिहा. (चारपैकी कोणतीही दोन)
- a. What is marketing? Explain the scope of marketing. [10]
विपणन म्हणजे काय ? विपणनाची व्याप्ती स्पष्ट करा.
- b. What is product? Explain the features of product. [10]
वस्तू म्हणजे काय ? वस्तूची वैशिष्ट्ये स्पष्ट करा.
- c. Explain the various basis of market segmentation. [10]
बाजारपेठ विभाजनाचे विविध आधार स्पष्ट करा.
- d. Explain the marketing research process. [10]
विपणन संशोधन प्रक्रिया स्पष्ट करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11809) Bachelor of Commerce (NEP (109919) Business Studies Paper II (Introduction to Part 1 SEM 2
2.0) Marking)



MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: AEC- 2-English for Business Communication - II****Sub. Code: 109931****Day and Date: MAY ,06-05-2025****Time: 10:30 AM To 12:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) A. Rewrite the following sentence by using the correct alternative.****[5]****i. Most people are born.....**

- A. weak
- B. strong
- C. critical
- D. creative

ii. Poonam Ahluwalia conducted workshops on workforce development in.....

- A. Kenya
- B. Mexico
- C. India
- D. Dominican Republic

iii. Uma has spoiled the by writing

- A. diary
- B. calendar
- C. horoscope book
- D. book

iv. Albert Bandura was a world renowned.....

- A. doctor
- B. psychologist
- C. engineer
- D. technician

v. The word successful is an example of the word process.....

- A. Blending
- B. Pre fixation
- C. Acronym
- D. Suffixation

B. Answer the following questions in one word/phrase/sentence each.**[5]**

1. What is SEWA?
2. Who is the founder of d.school ?

3. Who was the senior editor of the radio station WNYC?
4. When did Uma marry?
5. What are the names of Uma's sisters-in-law?

Q2) A. Describe the following in 10 to 12 sentences each. (Any Two) **[10]**

1. Your smart phone
2. Your daily routine
3. Process of tea making

B. Answer the following questions in 2 to 3 sentences each. **[10]**

1. Discuss the idea of Tom Kelley and David Kelley on creativity.
2. How can one overcome fear and get success in life?
3. What did Poonam understand about the young people?
4. How was Uma humiliated by her elder brother?
5. Why did Pyaremoan scold Uma?

Q3) A. Describe a historical place you have visited **[5]**

B. Write a short note on "Alexandria Summit of YES". **[5]**

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP (109931) AEC- 2-English for Business
2.0) Communication - II

Part 1 SEM 2





SC-10

Total No. of Pages : 2

Seat No	

B.Com. (Part I) (Semester II) (CBCS) (NEP - 2020)

Examination, November - 2024

English for Business Communication (Paper II)

(Compulsory English)

Sub. Code : 87991

Day and Date : Friday, 29/11/2024

Total Marks : 40

Time : 2.30 p.m. to 4.00 p.m.

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

Q.1) A) Complete the following sentences by choosing correct alternatives. [4]

- 1) Abdul Latif was called
a) Ali b) Potter's boy c) Late Latif d) fisherboy
- 2) Madam Loisel's first name was
a) Jeanne b) Mathilde c) Seine d) Ramponneau
- 3) is the colour for special occasions.
a) black b) red c) white d) grey
- 4) 'War', a short story is set in a train carriage in Italy during
a) World War I b) World War II c) War in Italy d) War in England

B) Answer the following questions in one word/ phrase/ sentence each: [4]

- 1) Where did the story 'War' take place?
- 2) What were Mathilde and Loisel invited for?
- 3) What did Ali lack?
- 4) To whom does Dadie compare the blacks in 'I Thank You God'?



SC-10

Q.2 A) Answer the following questions in 3 to 4 sentences (Any Three) [6]

- 1) Why does the child cry?
- 2) Why was Madame Loisel unhappy in 'The Necklace'?
- 3) What are the feelings of parents for their children in the story 'War'?
- 4) How does Shakespeare compare true love with other images in 'Let Me Not To The Marriage'?
- 5) Why does the poet call Cuckoo a mysterious bird in the poem 'The Cuckoo'?

B) Write short notes on the following in about 7 to 8 sentences. (any 2) [6]

- 1) Ali: an orphan
- 2) Madam Loisel in the story 'The Necklace'
- 3) End of the short story 'War'

Q. 3) A) Subhash Textile Co. Ltd. Ichalkaranji is interested in buying twenty [4]
water coolers to be placed in different parts of the office and factory
for use of employees .Write a letter of enquiry to be sent to six firms
inviting quotations for the water coolers.

B) Write a letter of congratulations to Mr. Bose who gets elected as a [4]
President of Mumbai Chamber of Commerce.

Q. 4) A) Write a telephonic conversation between Rekha and Roopa. Use [6]
the following points: booking a hotel room, type of room, rate,
facilities, duration of stay etc.

B) Prepare an advertisement on the health product you use. [6]

Seat No.	



SK-09

Total No. of Pages : 2

B.Com. (Part - I) (Semester -II) (NEP)

Examination, April-2025

ENGLISH (Compulsory) (Paper - II)

BUSINESS COMMUNICATION

Sub. Code : 87991/59647/71494

Day and Date : Saturday, 26/04/2025

Total Marks : 40

Time : 10:30 a.m. to 12:00 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 [4] given below.

- 1) Abdul Latif was called _____.
A) Ali B) potter's boy
C) Late Latif D) Fisherboy
- 2) Madam Forestier was Malthilde's _____.
A) neighbour B) sister
C) friend D) mother
- 3) The song of the bird reminds the poet of his _____.
A) childhood days B) marriage days
C) infancy period D) youthful days
- 4) The ever-fixed star guides _____.
A) every lover B) every vehicle
C) every couple D) every ship

B) Answer the following questions in one word/phrase/Sentence. [4]

- 1) What did Ali lack?
- 2) What was the price fixed for the new diamond necklace?
- 3) Who is the poet of the poem 'Let me not to the Marriage....'?
- 4) Where did Abdul live?



Q2) A) Answer the following questions in 3 to 4 Sentences each. (Any three) [6]

- 1) Why was Abdul Latif called Late Latif?
- 2) How is the necklace a symbol of the story 'The Necklace'?
- 3) Describe the theme of the poem 'Let me not to the Marriage'?
- 4) How does Bernard Dadie celebrate his black body?
- 5) What is meant by "Blithe, New-Comer"?

B) Write short notes on the following in 7 to 8 sentences each. (Any two) [6]

- 1) Idea of true love in Shakespeare's Sonnet.
- 2) Describe the character of Abdul Latif.
- 3) Write a note on the setting of the story 'War'.
- 4) The moral of the story 'The Necklace'.

Q3) A) Subhash Textile Co. Ltd. Ichalkaranji is interested in buying twenty water coolers to be placed in different parts of the office and factory for use of employees. Write a letter of enquiry to be sent to six firms inviting quotations for the water-coolers. [4]

B) Draft a circular letter announcing retirement of the Founder Partner Mr. C.V. Ghatage who is the old partner of Ghatage Patil and Company, Kolhapur. [4]

Q4) A) Write a short conversation between Anita and Latika regarding getting an appointment with Ms. Pradnya Kulkarni. Imagine the details like timing, work etc. [6]

B) Prepare an advertisement for washing machine and describe its features. Imagine the logo, tagline, headline etc. [6]

Seat No. _____

B.com-I sem-II

QP-5308

Total No. of Pages : 3

MAR-APR 2025 SUMMER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0)

Sub. Name: SEC II - Managerial Skill Paper II

Sub. Code: 109928



Day and Date: MAY ,05-05-2025

Total Marks: 40

Time: 10:30 AM To 12:00 PM

Instructions:

**Special Inst.: Instructions :1) Q. No. 1 and 2 are compulsory
2) Attempt any three questions from Q.No. 3 to 6**

Q1) Choose correct alternative from given below खालील पर्यायांमधून योग्य पर्याय निवडा

[8]

i. 1. What is the primary goal of brainstorming?
विचारमंथनाचे प्राथमिक ध्येय काय आहे ?

- A. To evaluate ideas immediately कल्पनांचे त्वरित मूल्यांकन करणे
- B. To generate a large number of ideas मोठ्या संख्येने कल्पना निर्माण करणे
- C. To reach a quick decision जलद निर्णयापर्यंत पोहोचणे
- D. To work individually on a problem समस्येवर वैयक्तिकरित्या काम करणे

ii. Which of the following is a key characteristic of a critical thinker?

खालीलपैकी कोणते गंभीर विचारवंताचे प्रमुख वैशिष्ट्य आहे ?

- A. Accepts information at face value प्रत्यक्ष माहिती स्वीकारतो
- B. Avoids questioning assumptions गृहीतके प्रश्न विचारणे टाळतो
- C. Analyzes evidence before forming conclusions निष्कर्ष काढण्यापूर्वी पुराव्यांचे विश्लेषण करतो
- D. Prefers intuition over logic तर्कपेक्षा अंतर्ज्ञान पसंत करतो

iii. A valid argument is one where:
वैध युक्तिवाद असा असतो जिथे:

- A. The conclusion is always true निष्कर्ष नेहमीच सत्य असतो
- B. The conclusion logically follows from the premises निष्कर्ष तार्किकपणे जागेवरून येतो
- C. The premises are always true जागेवरून नेहमीच खरे असतात
- D. The argument is based on personal beliefs युक्तिवाद वैयक्तिक विश्वासांवर आधारित असतो

iv. Which of the following skills is essential for strategic thinking?
धोरणात्मक विचारांसाठी खालीलपैकी कोणते कौशल्य आवश्यक आहे ?



- A. Memorizationलक्षात ठेवणे
- B. Creative problem-solvingसर्जनशील समस्या सोडवणे
- C. Following orders without questionप्रश्नाशिवाय आदेशांचे पालन करणे
- D. Ignoring external factorsबाह्य घटकांकडे दुर्लक्ष करणे

v. What role does a leader play in team building?

संघ बांधणीत नेता कोणती भूमिका बजावतो ?

- A. Dictating every decision without inputप्रत्येक निर्णय न घेता सूचना देणे
- B. Encouraging collaboration and guiding the team towards goalsसहकार्याला प्रोत्साहन देणे आणि संघाला ध्येयांकडे मार्गदर्शन करणे
- C. Ignoring team issues and focusing on personal successसंघातील समस्यांकडे दुर्लक्ष करणे आणि वैयक्तिक यशावर लक्ष केंद्रित करणे
- D. Preventing team members from taking initiativeसंघातील सदस्यांना पुढाकार घेण्यापासून रोखणे

vi. What is the purpose of an event timeline?

कार्यक्रमाच्या वेळापत्रकाचा उद्देश काय आहे ?

- A. To track guest arrivals onlyफक्त पाहुण्यांच्या आगमनाचा मागोवा घेणे
- B. To ensure all event activities are planned and executed on timeसर्व कार्यक्रमाचे कार्यक्रम वेळेवर नियोजित आणि अंमलात आणले जातात याची खात्री करणे
- C. To decide the color of the invitations निमंत्रणांचा रंग ठरवणे
- D. To create a list of attendeesउपस्थितांची यादी तयार करणे

vii. How does time blocking help in managing deadlines?

वेळेचे अवरोधन अंतिम मुदती व्यवस्थापित करण्यास कशी मदत करते ?

- A. It allows dedicated time for specific tasks, reducing distractionsविशिष्ट कामांसाठी समर्पित वेळ मिळतो, ज्यामुळे लक्ष विचलित होत नाही
- B. It prevents work from being completedकाम पूर्ण होण्यापासून रोखले जाते
- C. It encourages working on multiple tasks at once without a planनियोजनाशिवाय एकाच वेळी अनेक कामे करण्यास प्रोत्साहन दिले जाते
- D. It increases workload without improving productivityउत्पादकता सुधारल्याशिवाय कामाचा ताण वाढतो

viii. What is the purpose of setting SMART goals in time management?

वेळ व्यवस्थापनात स्मार्ट ध्येये निश्चित करण्याचा उद्देश काय आहे ?

- A. To set goals that are specific, measurable, achievable, relevant, and time-boundविशिष्ट, मोजता येण्याजोगे, साध्य करण्यायोग्य, संबंधित आणि वेळेनुसार ध्येये निश्चित करणे
- B. To make goals unrealistic and impossible to achieveध्येये अवास्तव आणि साध्य करणे अशक्य करणे
- C. To avoid planning and work randomlyनियोजन टाळणे आणि यादृच्छिकपणे काम करणे

D. To complete tasks without deadlines मुदतीशिवाय कामे पूर्ण करणे

- Q2) Write short note (Any Two) टिपा लिहा (कोणतेही दोन)** [8]
- a. Team Building संघ बांधणी [4]
- b. Event Coordination कार्यक्रम समन्वय [4]
- c. Time Management Process वेळ व्यवस्थापन प्रक्रिया [4]
- Q3) What is strategic thinking? How to do Strategic Thinking?** [8]
व्युद्घरचनात्मक विचारसरणी म्हणजे काय ? व्युद्घरचनात्मक विचारसरणी कशी करावी ?
- Q4) Explain Effective Brainstorming Techniques** [8]
प्रभावी ब्रेनस्टॉर्मिंग (विचारमंथनाचे) तंत्रे स्पष्ट करा
- Q5) Explain the Steps to Improve Critical Thinking** [8]
टीकात्मक विचारसरणी/ गंभीर विचारसरणी /समालोचनात्मक विचारसरणी सुधारण्यासाठी पायऱ्या स्पष्ट करा
- Q6) What is logical thinking? State the Steps in Logical Thinking** [8]
तार्किक विचारसरणी म्हणजे काय ? तार्किक विचारसरणीतील पायऱ्या सांगा

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0) (109928) SEC II - Managerial Skill Paper II Part 1 SEM 2

Seat No. _____

B.com-I sem II

QP-5306

Total No. of Pages : 3

MAR-APR 2025 SUMMER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0)

Sub. Name: SEC II - Practical Banking Skills Paper II

Sub. Code: 109930



Day and Date: MAY ,05-05-2025

Total Marks: 40

Time: 10:30 AM To 12:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question number 1 and 2 are compulsory. प्रश्न क्रमांक एक व दोन अनिवार्य आहेत.
2. Solve any 3 questions from question number 3 to question number 6. प्रश्न क्रमांक 3 ते 6 पैकी कोणतेही 3 प्रश्न सोडवा

Q1) Choose the correct option from given below. दिलेल्या पर्यायांपैकी योग्य पर्याय निवडा.

[8]

- i. Which of the following are fund transfer system? खालीलपैकी निधी हस्तांतरण सुविधा कोणत्या आहेत ?
 - A. NEFT
 - B. RTGS
 - C. NEFT and RTGS
 - D. None of these यापैकी नाही
- ii. Which of the following are products of NPCI? एन पी सी आय ची उत्पादने खालीलपैकी कोणती आहेत ?
 - A. BHIM
 - B. NAICH
 - C. IMPS
 - D. All of the above यापैकी सर्व
- iii. The cheque is valid for ----- month. चेकची वैधता ----- महीने असते.
 - A. 3
 - B. 6
 - C. 8
 - D. 12
- iv. The full form of MICR is ----- . MICR चे दीर्घरूप ----- आहे.
 - A. Magnetic Ink Character Recognition
 - B. Magnetic Ink Character Register
 - C. Magic Ink Character Recognition
 - D. Magic Ink Character Register
- v. ----- are types of bank customers. ----- हे बँक ग्राहकांचे प्रकार आहेत.
 - A. Individual वैयक्तिक
 - B. Institutional संस्थात्मक

- C. Individual and Institutional both वैयक्तिक आणि संस्थात्मक दोन्ही
D. No Individual and Institutional both वैयक्तिक आणि संस्थात्मक दोन्ही नाही



- vi. Which of the followings are the modes of lodging complaints by the Bank customers? बँक ग्राहकास तक्रार नोंदवण्याचे खालीलपैकी कोणते मार्ग आहेत ?
A. Bank branch बँक शाखा
B. Regional office of the bank बँकेचे प्रादेशिक कार्यालय
C. Zonal office of the bank बँकेचे क्षेत्रीय कार्यालय
D. All of the above वरील सर्व
- vii. After the death of the bank customer ----- get the money of bank account. बँक ग्राहकाचा मृत्यू झाल्यास बँक खात्यावरील शिल्लक रक्कम ----- मिळते.
A. Wife of bank customer बँक ग्राहकाची पत्नी
B. Husband of bank customer बँक ग्राहकाचा पती
C. Sons of bank customer Bank बँक ग्राहकाची मुले
D. Nominee of bank account बँक खात्यावर नामनिर्देशित केलेली व्यक्ती
- viii. To keep all the records confidential of bank customers is right of ----- . बँक ग्राहकाची सर्व माहिती गोपनीय ठेवणे हा ----- चा हक्क आहे.
A. Bank बँक
B. Bank customer बँक ग्राहक
C. Government सरकार
D. Bank and Bank customer बँक व बँक ग्राहक

- Q2) Write short note.(any two) टिपा लिहा. (कोणतेही दोन) [8]
- a. Features of Cheque चेकची वैशिष्ट्ये [4]
- b. Features of NEFT एन इ एफ टी ची वैशिष्ट्ये [4]
- c. Rights of bank customer बँक ग्राहकाचे अधिकार [4]
- Q3) Suppose you are working in a bank. You have a cheque for Clearing. Explain the process of cheque clearing. समजा तुम्ही बँकेत काम करत आहात. तुमच्याकडे एक चेक वटवण्यासाठी आला तर चेक वटवण्याची प्रक्रिया स्पष्ट करा [8]
- Q4) Suppose you live in Satara. Your friend lives in Pune. You want to transfer Rs. 3,00,000/ to your friend. How you transfer that money through the Bank. समजा तुम्ही सातार्यामध्ये राहत आहात. तुमचा मित्र पुणे येथे राहत आहे. तुम्हाला तुमच्या मित्राला रु.3,00,000/ बँकेमार्फत हस्तांतरित करायचे आहेत. तुम्ही ही प्रक्रिया कशी पूर्ण कराल. [8]
- Q5) Suppose you go to an ATM centre for withdrawing the money. You enter Rs.10,000/ for withdrawing the money. The ATM machine not dispense Rs. 10,000/ but you got the message from the bank Rs. 10000/ is debited from your bank account. Explain how you take the action in this case. समजा तुम्ही पैसे काढण्यासाठी एटीएम केंद्रात गेला. तुम्ही रु. 10000/ एवढी रक्कम एटीएम मशीनकडे नोंद केली परंतु एटीएम मशीन मधून तुम्ही मागणी केलेली [8]

रक्कम आली नाही मात्र रू.10,000 तुमच्या खात्यावरून डेबिट झाल्याचा एसएमएस तुम्हाला आला. या परिस्थितीत तुम्ही कोणती कृती कराल हे स्पष्ट करा.

- Q6)** Suppose you are working in a bank. Your one Bank account holder has dead and the nominee of that account has come to claim its rights. How do you settle this case? समजा तुम्ही बँकेत काम करत आहात, तुमच्या एका बँक खातेदाराचा मृत्यू झाला आणि त्या खात्याला नामनिर्देशित केलेली व्यक्ती त्याचा हक्क मागणीसाठी तुमच्याकडे आली. तुम्ही ही प्रक्रिया कशी पूर्ण कराल ? **[8]**

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1) (11809) Bachelor of Commerce (NEP 2.0) (109930) SEC II - Practical Banking Skills
Paper II

Part 1 SEM 2



MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: SEC II -Accounting Skills (Registers of PACs and Credit Co-operative Societies) Paper II****Sub. Code: 109927****Day and Date: MAY ,05-05-2025****Time: 10:30 AM To 12:00 PM****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1. Question No 1 is compulsory.****2. Attempt any 4 questions from question no 2 to question no 6.****3. Use of simple calculator is allowed.****Total Marks: 40****Q1) A. Choose appropriate alternative and your answer under each question. [5]**

- i. The ----- was formed for smooth governing of co-operative societies.

Your Answer- _____

- A. Co-operative Societies Act 1912
- B. Co-operative Societies Act 1921
- C. Co-operative Societies Act 1930
- D. Co-operative Societies Act 1935

- ii. The liability of co-operative Societies members is ----- to the extent of capital contributed by them.

Your Answer- _____

- A. Limited
- B. Unlimited
- C. option A and B both
- D. None of these

- iii. The PACs stands for -----

Your Answer- _____

- A. Primary Agricultural Credit Co-operative Societies
- B. Potential Agricultural Credit Co-operative Societies
- C. Primary Animation Customer Co-operative Societies
- D. Primary Agricultural Credit Collaborative Societies

- iv. ----- is prepared for PACs to guide in accounting for their transactions under double accounting system.

Your Answer- _____

- A. Common Accounting System
- B. Common Recording System
- C. Common Accountancy System
- D. Current Accounting System



v. The objective of Co-operative Societies are-----

Your Answer- _____

- A. To protect the economic interest of the people
- B. To eliminating middlemen
- C. To provide loans at lower rate to its members and and weaker section
- D. All of above

B. State whether true or false.

[3]

- A. The minimum 10 members are required for formation of Co-operative Society. Your Answer- _____
- B. The PACs records their transactions under Single entry system. Your Answer- _____
- C. The Maharashtra Co-operative Societies Act 1960 governs the functioning of co-operative transactions in Maharashtra State. Your Answer- _____

Q2) The specimen of cashiers Cash Register is given to you, draw the same specimen [8]
and enter the following transactions taken place on 20th March 2024 in Cashiers Cash Register of Dhanlaxmi Credit Co-operative Society, Bhose, Miraj.

1. Mr. Abhay Mane opened an fixed deposit account by depositing Rs.20000 for 5 Years, Rate of interest is 6.5%.
2. Mrs. Sulochana Shinde withdraws Rs. 5000 from her saving account.
3. Rs.250 is credited to Mr. Suresh Mali's as interest on his savings.
4. The Society sactioned a mortgage loan of Rs.35000 and paid it to Mr. Zakir Khan.

Name of the Cooperative Society Address of the Cooperative Society email and Phone No. Cashiers Cash Register							
Date :							
Credit				Debit			
Sr. no	Name of Account Holder	Type of Account	Amount ₹	Sr. no	Name of Account Holder	Type of Account	Amount ₹

Q3) Draw the format of Saving Register of Rajarambapu Credit Co-operative Society [8]
Ltd Peth, Taluka-Walava, Dist- Sangli. and enter the following transactions in saving register.

Date: 12/06/2024

1. Mrs. Sushma Salunkhe deposited Rs.9000 in her saving account.
2. Mr. Ravsaheb Mane deposited Rs.15000 recived from Sakharam.

Date: 13/06/2024

1. Mr. Ankush's account is debitedby Rs.100 as service charges by society.

2.Mr. Vasat kachare withdraws Rs. 5000 for his personal use from his saving account.

Name of the Credit Cooperative Society Address of the Credit Cooperative Society email and Phone No. Savings Register / Savings Ledger A/c						
Date	Particulars	Folio No.	Credit (Deposit) Amount	Debit (Withdrawals) Amount	Balance Cr / Dr Amount	



Q4) Draw and fill the following details in Dividend Issue Register of Laxmi Narayan Credit Co-operative Society, Rajhans Marg, Vijaynagar Satara for the financial year 2024-25. [8]

The Society has an issued and paid up capital of Rs.10,00,000, divided into 10000 equity shares of Rs.100 each. The board of directors decided to declare 8% dividend to its shareholders and paid accordingly on 31st March, 2025.

Sr. No	Register No.	Name of the member	No. of Share holdings
1	234	Sou. Janaki Rajaram Jadhav	60
2	245	Shri. Bhaurao Lalasaheb Kadam	100
3	256	Shri. Kailash Bhima Kore	50
4	265	Sou. Shobhana Tukaram Lohar	75

Name of the Credit Cooperative Society Address of the Credit Cooperative Society email an Phone No. Dividend Issue Register For the Financial Year						
Sr. No.	Register No.	Name of the Member	Amount of Dividend	Date of Issue	Signature or Thumb Impression	Remark

Q5) On 5th June, 2023 , purchased Agro Fertilizers and chemicals for distribution to farmers from Balaji Agro Chemicals of Rs. 80000, only 20% amount is remaining to pay. on 10th June,2023, ordered pesticides like herbicides, insecticides of Rs.50000, it was received on 15th June 2023 of which 20% was paid. both the remaining amount is settled on 20th July, 2023. [8]

you are requested to draw format and enter the above transactions in the Individual creditors ledger of Jay Jawan Primary Agricultural Co-operative Society, Shirol.



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Dist.-Kolhapur.

Name of Primary agriculture Credit Cooperative Society _____
Address _____
email _____ Phone No. _____

Date	Folio No. of Day Book	Particulars	Debit (Rs.)	Credit (Rs.)	Balance (Rs.)	Remark

- Q6)** You are requested to draw and enter the following transactions in Investment register of Lokmata Primary Agricultural Co-operative Society, Malkapur considering the date of maturity and date of realisation is same. **[8]**
1. On 08/02/2024 purchased 9% Government bonds of Rs. 50,000 which will matured on 9th Feb, 2028
 2. On 10th May 2024, investment made in 7.5% Kisan Vikas Patra of Rs. 80,000 the date of maturity is 11th May, 2030
 3. Society has made fixed deposit for 5 years of Rs. 1,50,000 in District Central Co-operative Bank on 2nd Sept., 2024. The rate of Interest is 7% p.a.
 4. The society has made investment in 7.5% National Saving Certificates of Rs. 60,000 for 4 years on 10th Sept, 2024. It will mature on 9th Sept, 2028

Name of Primary agriculture Credit Cooperative Society _____
Address _____
email _____ Phone No. _____

Sr. No.	Details of investment	GL Folio No.	Amount (Rs.)	Date of maturity	Date of realisation	Remarks

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0)

(109927) SEC II -Accounting Skills (Registers of PACs and Credit Co-operative Societies) Paper II Part 1 SEM 2

QP-5304

Seat No.

B.com-I Sem-II

Total No. of Pages : 3

MAR-APR 2025 SUMMER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0)

Sub. Name: SEC II - Communications Skills (Soft Skills) Paper II

Sub. Code: 109929

Day and Date: MAY ,05-05-2025

Time: 10:30 AM To 12:00 PM

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



Total Marks: 40

Q1) Solve following MCQ.

[10]

- i. **What is the main difference between soft skills and hard skills?**
 - A. Hard skills are personal attributes, while soft skills are technical abilities
 - B. Hard skills are measurable, while soft skills focus on personality and behaviour
 - C. Soft skills are more important than hard skills
 - D. None of the above
- ii. **Which of the following is an example of emotional intelligence?**
 - A. Memorizing facts
 - B. Recognizing and managing emotions
 - C. Solving a math problem
 - D. Learning a new language
- iii. **What does SWOC analysis stand for?**
 - A. Strengths, Weaknesses, Opportunities, Challenges
 - B. Skills, Work, Organization, Communication
 - C. System, Wisdom, Opportunities, Collaboration
 - D. Strengths, Work, Occupation, Creativity
- iv. **Time management is a key aspect of which skill set?**
 - A. Hard skills
 - B. Corporate skills
 - C. Physical skills
 - D. Life skills
- v. **A well-written resume should NOT include:**
 - A. Personal details
 - B. Work experience



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- C. Hobbies
- D. Exaggerated information

vi. In an interview, maintaining eye contact signifies:

- A. Nervousness
- B. Confidence and attentiveness
- C. Aggression
- D. Disinterest

vii. Netiquette refers to:

- A. Digital literacy skills
- B. Ethical behaviour on the internet
- C. Social media management
- D. Computer programming

viii. Which of the following is an example of a good leadership quality?

- A. Dominance
- B. Effective communication
- C. Ignoring feedback
- D. Blaming others for mistakes

ix. When writing an email for professional purposes, one should:

- A. Use slang and abbreviations
- B. Be polite and concise
- C. Ignore grammar and spelling
- D. Write in all capital letters

x. This is a middle ground holder type of personality...

- A. Extrovert
- B. Introvert
- C. Ambivert
- D. None of the above

Q2) Short Answer / Short Notes (Solve 2 out of 3)

[10]

- a.** Explain the importance of emotional intelligence in personal and professional life. **[5]**
- b.** Discuss the concept of personality development and its key elements. **[5]**

- c. What is SWOC analysis, and how can it help in goal setting? [5]

Q3) Short Answer / Short Notes (Solve 2 out of 3) [10]

- a. Discuss Do's and Don'ts and strategies for effective participation in a Group Discussion. [5]
- b. What are the essential interview skills one must possess to succeed in a job interview? [5]
- c. Explain various characteristics of an ideal leader. [5]

Q4) Short Answer / Short Notes (Solve 2 out of 3) [10]

- a. What are universal human values, and why are they important in today's society? [5]
- b. Write a detail note on elements of a resume. [5]
- c. Draft an email to your friend congratulating him on his success in state level elocution competition. [5]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.



1] (11809) Bachelor of Commerce (NEP 2.0)

(109929) SEC II - Communications Skills (Soft Skills) Paper II

Part 1 SEM 2



Seat No.

B.com. I Sem. II

MAR - APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: SEC II - Marketing Skills (Digital Marketing) Paper II****Sub. Code: 109925****Day and Date: MAY ,05-05-2025****Time: 10:30 AM To 12:00 PM****Total Marks: 40****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1. Question 1 and 2 are compulsory.**

१. प्रश्न १ आणि २ अनिवार्य आहेत.

2. Attempt any three questions from 3 to 6.

२. ३ ते ६ पर्यंतचे कोणतेही तीन प्रश्न सोडवा.

**Q1) Solve following MCQ.****[8]****i. Digital marketing focuses on platforms such as:**

डिजिटल मार्केटिंग खालील प्लॅटफॉर्मवर केंद्रित असते:

A. Newspapers and radio

वृत्तपत्रे आणि रेडिओ

B. Search engines, social media, email, websites

सर्च इंजिन, सोशल मीडिया, ई-मेल, वेबसाइट्स

C. Billboards and flyers

होर्डिंग्ज आणि फ्लायर्स

D. Television and magazines

टेलिव्हिजन आणि मासिके

ii. Which of the following is NOT a component of the digital marketing mix?

खालीलपैकी कोणता डिजिटल मार्केटिंग मिश्रणाचा घटक नाही ?

A. Product

उत्पादन

B. Price

किंमत

C. Packaging

पॅकेजिंग

D. Promotion

जाहिरात

iii. SEO stands for _____.

SEO चे पूर्ण रूप काय आहे ?

A. Search Engine Optimization

सर्च इंजिन ऑप्टिमायझेशन

B. Social Engagement Online

सोशल एंगेजमेंट ऑनलाइन

C. Systematic E-commerce Operations



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सिस्टेमॅटिक ई-कॉमर्स ऑपरेशन्स

D. Sales Evaluation Optimization

विक्री मूल्यांकन ऑप्टिमायझेशन

iv. A company's _____ is an example of Owned Media.

कंपनीचे _____ हे Owned Media चे उदाहरण आहे.

A. Social media advertisement

सोशल मीडिया जाहिरात

B. Website

वेबसाइट

C. Customer review

ग्राहक पुनरावलोकन

D. Influencer post

प्रभावशाली व्यक्तीचे पोस्ट

v. The process of dividing a market into smaller groups based on characteristics is called:

एका बाजारपेठेचे वैशिष्ट्यांवर आधारित छोट्या गटांमध्ये विभाजन करण्याच्या प्रक्रियेस काय म्हणतात ?

A. Targeting

लक्ष्यीकरण

B. Segmentation

विभाजन

C. Differentiation

वेगळेपणा

D. Positioning

स्थितीकरण

vi. What is the purpose of SEO in digital marketing?

डिजिटल मार्केटिंगमध्ये SEO चा उद्देश काय आहे ?

A. Increasing website visibility on search engines

वेबसाइटची सर्च इंजिनवरील दृश्यमानता वाढवणे

B. Reducing website load time

वेबसाइट लोड होण्याचा वेळ कमी करणे

C. Boosting email open rates

ई-मेल ओपन रेट वाढवणे

D. Enhancing social media engagement

सोशल मीडिया एंगेजमेंट वाढवणे

vii. The P.O.E.M framework consists of Paid, _____, and Earned Media.

P.O.E.M फ्रेमवर्कमध्ये Paid, _____ आणि Earned Media समाविष्ट असतात.

A. Online

ऑनलाइन

B. Organic

ऑर्गेनिक

C. Owned

स्वतःचे मीडिया (Owned)



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D. Optimized
ऑप्टिमाइज्ड

viii. _____ marketing involves creating and distributing valuable content to attract customers.

_____ मार्केटिंगमध्ये ग्राहकांना आकर्षित करण्यासाठी मौल्यवान सामग्री तयार करणे आणि वितरित करणे समाविष्ट आहे.

- A. Video
व्हिडिओ
- B. Email
ई-मेल
- C. Content
कंटेंट
- D. PPC
पी पी सी

Q2) Write Short Notes (Any two out of three) टिपा लिहा (खालील तीनपैकी कोणत्याही दोन लिहा) [8]

- a. Digital Marketing Mix [4]
डिजिटल मार्केटिंग मिक्स
- b. Search Engine Optimization (SEO) [4]
सर्च इंजिन ऑप्टिमायझेशन (SEO)
- c. Role of social media in Digital Marketing [4]
डिजिटल मार्केटिंगमध्ये सोशल मीडियाची भूमिका

Q3) **Case:** A new online clothing store, Global Fashion Wear, wanted to increase website traffic quickly. They used Google Ads (PPC advertising) to target keywords like "trendy dresses online" and "best affordable fashion." Their ad campaign brought 5000 visitors in one month, and their conversion rate was 5%. However, they realized that some visitors clicked the ad but left without making a purchase. [8]

नवीन ऑनलाइन कपड्यांची दुकान, ग्लोबल फॅशन वेअर, त्यांची वेबसाइट ट्रॅफिक लवकर वाढवू इच्छित होती. त्यांनी "ट्रेंडी ड्रेस ऑनलाइन" आणि "सर्वोत्तम परवडणारी फॅशन" अशा कीवर्ड्स लक्षित करण्यासाठी गूगल अॅड्स (PPC जाहिराती) वापरल्या. त्यांच्या जाहिरात मोहिमेमुळे एका महिन्यात 5000 विजिटर्स आले, आणि त्यांचा रूपांतरण दर 5% होता. तथापि, त्यांना लक्षात आले की काही विजिटर्स जाहिरात क्लिक करून खरेदी न करता साइट सोडून गेले.

- a. What are the benefits of using PPC advertising for a new online business? [8]
नवीन ऑनलाइन व्यवसायासाठी PPC जाहिराती वापरण्याचे फायदे काय आहेत ?

Q4) **Case:** A travel agency, ExploreMore, used personalized email marketing to promote customized holiday packages. They analyzed customer preferences and sent special discounts based on previous bookings. As a result, their email open rate increased by 30%, and bookings grew by 20% in two months. [8]

एक ट्रॅव्हल एजन्सी, एक्सप्लोर मोर, यांनी वैयक्तिकृत ईमेल मार्केटिंगचा वापर करून कस्टमाइज्ड हॉलिडे



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पॅकेजेसची जाहिरात केली. त्यांनी ग्राहकांच्या पसंतीचे विश्लेषण करून त्यांच्या मागील बुकिंगच्या आधारे विशेष सवलती दिल्या. याचा परिणाम म्हणून, त्यांच्या ईमेलसचे ओपन रेट ३०% ने वाढले आणि केवळ दोन महिन्यांत बुकिंगमध्ये २०% वाढ झाली.

- a. What is meant by Email Marketing? Explain in detail Scope and Growth of Direct Marketing. [8]

ईमेल मार्केटिंग म्हणजे काय ? थेट विपणनाची व्याप्ती आणि वाढ याबद्दल सविस्तर माहिती द्या.

- Q5) **Case:** A local bakery, Sweet Delights, started using Instagram and Facebook to showcase its cakes and pastries. They engaged with customers through contests, responded to queries in real-time, and posted high-quality images. Within six months, their sales increased by 40%. [8]

एक स्थानिक बेकरी, Sweet Delights, यांनी त्यांच्या केक आणि पेस्ट्रीज दाखवण्यासाठी Instagram आणि Facebook चा वापर सुरू केला. त्यांनी स्पर्धाद्वारे ग्राहकांशी संवाद साधला, त्वरित उत्तर दिली आणि उच्च-गुणवत्तेच्या प्रतिमा पोस्ट केल्या. केवळ सहा महिन्यांत, त्यांच्या विक्रीत 40% वाढ झाली.

- a. Explain in detail Scope of Digital Marketing in a local bakery. [8]

स्थानिक बेकरीसाठी डिजिटल मार्केटिंगची व्याप्ती सविस्तरपणे स्पष्ट करा.

- Q6) **Case:** A hotel chain, High Class Stay, used a Customer Relationship Management (CRM) system to track guest preferences and send personalized offers. Their customer retention rate improved significantly. [8]

एक हॉटेल चेन, हाय क्लास स्टे , यांनी ग्राहक नातेसंबंध व्यवस्थापन (CRM) प्रणालीचा वापर करून अतिथींच्या पसंतीचा मागोवा घेतला आणि त्यांना वैयक्तिकृत ऑफर्स पाठवल्या. यामुळे त्यांच्या ग्राहक टिकवण्याच्या दरात लक्षणीय सुधारणा झाली.

- a. Describe in detail the impact of Digital Technology on Customer Relationship Management (CRM) [8]

ग्राहक नातेसंबंध व्यवस्थापन (CRM) वर डिजिटल तंत्रज्ञानाच्या प्रभावाचे सविस्तर वर्णन करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP (109925) SEC II - Marketing Skills (Digital Marketing) Paper II

Part 1 SEM 2

Seat No.

B.com-I sem-II

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Banking Paper II (Banking and Finance)****Sub. Code: 109923****Day and Date: MAY ,02-05-2025****Time: 10:30 AM To 01:30 PM****Instructions:** 1. All questions are compulsory
2. Figures to the right indicate full marks**Special Inst.:** 1. सर्व प्रश्न आवश्यक आहेत.
2. उजवीकडील अंक पूर्ण गुण दर्शवतात.**Total Marks: 80****Q1) A.** Choose correct answer from the given alternatives. (2 marks each) दिलेल्या [12]
पर्यायांपैकी योग्य पर्याय निवडा (प्रत्येकी २ गुण)**i.** Accepting deposits is the ----- function of a commercial bank. ठेवी स्वीकारणे हे व्यापारी बँकेचे ----- कार्य आहे.

- A. Primary प्राथमिक
- B. Secondary दुय्यम
- C. Utility उपयुक्त
- D. Other इतर

ii. Overdraft facilities is given on ----- account.
अधिकर्ष सवलत ----- खात्यावर दिली जाते.

- A. Current चालू
- B. Savings बचत
- C. Term मुदत
- D. Recurring आवर्ती

iii. Payment banks can accept deposits up to an amount of -----
पेमेंट बँका ----- रकमेपर्यंत ठेव स्वीकारू शकतात.

- A. 50000 Rs. ५०००० रु.
- B. 1 Lakh Rs. १ लाख रु.
- C. 5 Lakh Rs. ५ लाख रु.
- D. 10 Lakh Rs. १० लाख रु.

iv. Full form of NEFT in internet banking -----
इंटरनेट बँकिंग मध्ये NEFT चा फुल फॉर्म -----.

- A. National Electronic Fund Transfer
- B. National Economic Financial Transaction
- C. Network Electronic Financial Transfer
- D. Net Electronic Fast Transfer

v. ----- This is not an example of mobile banking.
----- हे मोबाईल बँकिंगचे उदाहरण नाही.



- A. UPI Payment UPI पेमेंट
- B. Net Banking नेट बँकिंग
- C. IMPS Transfer IMPS ट्रान्सफर
- D. ATM Withdrawal ATM मधून पैसे काढणे

vi. Microfinance institutions have a ----- type of collateral system. सूक्ष्म वित्त पुरवठा संस्थांमध्ये ----- प्रकारची तारण प्रणाली असते.

- A. Gold or property has to be pledged. सोने किंवा मालमत्ता तारण ठेवावी लागते.
- B. No collateral is required. कोणतेही तारण आवश्यक नसते.
- C. Only government guarantee is required. फक्त सरकारी हमी आवश्यक असते.
- D. Only large enterprises have to be pledged. केवळ मोठ्या उद्योगासाठी तारण ठेवावी लागते

B. Match the Correct Pairs योग्य जोड्या लावा. [4]

Group 1

1. UPI

2. IMPS

3. NEFT

4. RTGS

Group 2

a. Instant Fund Transfer
त्वरित निधी ट्रान्सफर

b. Instant Transfer of Large
Amounts मोठ्या रकमेचे त्वरित
हस्तांतरण

c. Mobile Number Based
Payment Method मोबाईल
नंबर वर आधारित पेमेंट पद्धत

d. Transactions are done in
Batch-Wise बॅचेसमध्ये (Batch
- Wise) व्यवहार होतो

- A. 1-d,2-c,3-a,4-b
- B. 1-c,2-a,3-d,4-b
- C. 1-c,2-d,3-b,4-a
- D. 1-b,2-c,3-d,4-a

C. C) State whether the statement is correct or incorrect (2 Marks each) [4]

क) विधान बरोबर आहे की चूक ते सांगा (प्रत्येकी २ गुण)

1) Non-banking financial institutions offer bank-like check book facilities to customers.

१) बिगर बँकिंग वित्तीय संस्था ग्राहकांना बँकेप्रमाणे चेकबुक सुविधा देते.

2) Commercial banks are regulated by the Reserve Bank of India (RBI).

२) व्यापारी बँकांचे नियमन भारतीय रिझर्व बँक (RBI) करते.

Q2) Write Short Note (Any Four out of Six) टिपा लिहा (सहापैकी चार)

[20]

a. Features of Cooperative Banks सहकारी बँकांची वैशिष्ट्ये

[5]

b. Sources of bank income बँक उत्पन्नाचे स्रोत

[5]



- c. Functions of Payment Banks पेमेंट बँकांची कार्ये [5]
- d. Features of credit card क्रेडिट कार्डाची वैशिष्ट्ये [5]
- e. Check Truncation System चेक ट्रंकेशन प्रणाली [5]
- f. Importance of Non-Banking Financial Institutions in Economic Development [5]
बिगर बँकिंग वित्तीय संस्थांचे आर्थिक विकासातील महत्त्व

Q3) Write short answers to the following questions (Any four out of six) [20]
खालील प्रश्नांची थोडक्यात उत्तरे लिहा (सहापैकी चार)

- a. State the features of commercial banks. [5]
व्यापारी बँकांची वैशिष्ट्ये सांगा.
- b. Explain the types of different sources of bank funds. [5]
बँक निधीच्या विविध स्रोतांचे प्रकार स्पष्ट करा.
- c. Explain the features of non-banking financial institutions. [5]
बिगर बँकिंग वित्तीय संस्थांची वैशिष्ट्ये स्पष्ट करा.
- d. Explain the features of internet banking. [5]
इंटरनेट बँकिंगची वैशिष्ट्ये सांगा.
- e. Explain the features of cash credit loan type. [5]
कॅश क्रेडिट कर्ज प्रकाराची वैशिष्ट्ये सांगा.
- f. State the functions of microfinance institutions. [5]
सूक्ष्म वित्तपुरवठा संस्थांची कार्ये सांगा.

Q4) Write answers to the following questions (Any two out of four) [20]
खालील प्रश्नांची उत्तरे लिहा (चार पैकी दोन)

- a. What is a commercial bank? Explain the various functions of commercial banks. [10]
व्यापारी बँक म्हणजे काय ? व्यापारी बँकांची विविध कार्ये स्पष्ट करा.
- b. What is credit creation? Explain the limitations on credit creation. [10]
पतनिर्मिती म्हणजे काय ? पतनिर्मिती वरील मर्यादा स्पष्ट करा.
- c. What is a Small finance bank? Explain the functions of Small finance banks. [10]
लघुवित्त पुरवठा बँक म्हणजे काय ? लघुवित्त पुरवठा बँकांची कार्ये सांगा.
- d. What is a debit card? Explain the features and importance of a debit card. [10]
डेबिट कार्ड म्हणजे काय ? डेबिट कार्ड ची वैशिष्ट्ये आणि महत्त्व स्पष्ट करा.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0) (109923) Banking Paper II (Banking and Finance)

Part 1 SEM 2



Seat No. _____

B.com-I sem II

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Administration Paper II (Functions of Management)****Sub. Code: 109918****Day and Date: APRIL ,25-04-2025****Time: 10:30 AM To 01:30 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 80****Q1) A. Multiple choice Question (6 Question 4 alternative)रिकाम्या जागी योग्य पर्याय लिहा. [12]****i. is the last stage in the control process.**

.....हा नियंत्रण प्रक्रियेतील शेवटचा टप्पा आहे.

- A. Measurement of quantity परिमाणाचे मोजमाप
- B. Comparison तुलना
- C. Remediation उपाययोजना
- D. Determination of quantity प्रमाण निश्चिती

ii. The theory of X and Y is formulated by.....

क्ष व य सिद्धांत यांनी मांडला.

- A. McGregor मॅग्रेगर
- B. Elton Mayo एल्टन मेयो
- C. Abraham Maslow अब्राहम मॅस्लो
- D. Herzberg हर्जबर्ग

iii. is an internal source of employee recruitment.

.....हा कर्मचारी भरतीचा अंतर्गत स्रोत आहे.

- A. Recruitment through contractor ठेकेदारामार्फत भरती
- B. Advertisement जाहिरात
- C. Employee transfer कर्मचारी बदली
- D. Application अर्ज

iv. Centralizations include elements.

केंद्रीकरणांमध्ये घटकांचा समावेश होतो.

- A. An unity in policy धोरणातील एक वाक्यता
- B. Coordination समन्वय
- C. An unity in action



- कृतीत एक वाक्यता
D. All of these
यापैकी सर्व

v. A systematic attempt to make predictions for the future based on known facts is.....

ज्ञात तथ्याच्या आधारे भविष्यकाळासाठी अंदाज बांधण्याचा एक पद्धतशीर प्रयत्न म्हणजे होय

- A. Management
व्यवस्थापन
B. Forecasting
पूर्वानुमान
C. Organization
संघटन
D. Coordination
समन्वय

vi. In a leadership style, authority is centralised in the manager.

.....नेतृत्वशैलीत अधिकाराचे केंद्रीकरण व्यवस्थापकाच्या ठिकाणी झालेले असते.

- A. Autocratic एकतंत्री
B. Democratic
लोकशाही
C. Institutional संस्थात्मक
D. Free
मुक्त

B. Match the Pairs योग्य जोड्या जुळवा

[4]

Group 1

1. Transfer of personnel
कर्मचारी बदली
2. Advertising जाहिरात
3. 'Y' theory 'य' सिद्धांत
4. 'X' theory 'क्ष' सिद्धांत

Group 2

- a. External source बहिर्गत
स्त्रोत
b. Internal source अंतर्गत
स्त्रोत
c. Emphasis on personnel
control कर्मचारी नियंत्रणावरील
भर
d. Emphasis on employee
participation and
motivation कर्मचारी सहभाग व
प्रोत्सानावर भर

- A. 1-a, 2-b, 3-c, 4-d
B. 1-b, 2-a, 3-c, 4-d
C. 1-b, 2-a, 3-d, 4-c
D. 1-b, 2-c, 3-a, 4-d

C. True / False चूक की बरोबर .

[4]

1. The Delphi technique is a qualitative technique in managerial decision-

[2]

P.T.O.

making.

डेल्टी तंत्र हे व्यवस्थापकीय निर्णय घेण्याच्या तंत्रामधील गुणात्मक तंत्र आहे.

2. Work motivation is continue process in a business organisation.

व्यवसाय संघटनेत कार्य प्रेरणा ही एक सातत्याने चालणारी प्रक्रिया असते.



- A. 1. True बरोबर 2. True बरोबर
- B. 1. False चूक 2. चूक False
- C. 1. False चूक 2. True बरोबर
- D. 1. True बरोबर 2. False चूक

Q2) Write short note (any four out of six) टिपा लिहा (सहा पैकी कोणत्याही चार) [20]

- a. **SWOC analysis.** [5]
SWOC विश्लेषण
- b. The need for coordination. [5]
समन्वयाची आवश्यकता
- c. Leadership qualities. [5]
नेतृत्वाचे गुण
- d. Financial Incentives [5]
आर्थिक प्रलोभने
- e. Delegation of Authority [5]
अधिकार प्रदान
- f. सल्लामसलतीचे निर्देशन तंत्र [5]
Consultative Directing techniques

Q3) Write answer in short (any four out if six) थोडक्यात उत्तरे लिहा (सहा पैकी कोणतेही चार) [20]

- a. Explain the importance of the decision. [5]
निर्णयाचे महत्त्व स्पष्ट करा.
- b. Explain the Features of employee recruitment. [5]
कर्मचारी भरतीची वैशिष्ट्ये स्पष्ट करा.
- c. Explain the importance of work motivation [5]
कार्य प्रेरणेचे महत्त्व स्पष्ट करा.
- d. Explain non-financial incentives. [5]
आर्थिकेतर प्रलोभने स्पष्ट करा
- e. Organization Concept. [5]
संघटन संकल्पना.



QP-4476

- f. Explain the theory of Need-.Hierarchy.
गरजांच्या श्रेणीचा सिद्धांत स्पष्ट करा.

[5]

Q4) Long answer question (any Two out of Four) दीर्घोत्तरी प्रश्न (चार पैकी कोणतेही दोन)

[20]

- a. Explain what leadership style and its types of leadership styles.
नेतृत्व शैली म्हणजे काय व नेतृत्व शैलीचे प्रकार स्पष्ट करा. **[10]**
- b. What is decentralization and explain its advantages and disadvantages.
विकेंद्रीकरण म्हणजे काय व विकेंद्रीकरणाचे गुण दोष स्पष्ट करा **[10]**
- c. Explain what planning is and its types.
नियोजन म्हणजे काय व त्याचे प्रकार स्पष्ट करा. **[10]**
- d. Explain what control is and the techniques of control.
नियंत्रण म्हणजे काय व नियंत्रणाची तंत्रे स्पष्ट करा. **[10]**

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce ((109918) Business Administration Paper II (Functions Part 1 SEM 2
NEP 2.0) of Management)

MAR-APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Science Technology and Development (STD) (SC)****Sub. Code: 110880****Total Marks: 40****Day and Date: APRIL ,27-04-2025****Time: 02.30 PM To 04:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Drawings must be drawn to the given scale
 3. Figures to the right indicate full marks
 4. Use Sketches/Diagrams wherever necessary

Q1) Choose the correct alternative from the following question. खालील प्रश्नासाठी दिलेल्या [10] पर्यायातून योग्य पर्याय निवडा.

i. In which year Disaster Mangement Department was in India?

भारतात आपत्ती व्यवस्थापन विभागाची सुरुवात कधी झाली ?

- A. 2004
अ) २००४
- B. 2005
ब) २००५
- C. 2003
क) २००३
- D. 2001
ड) २००१

ii. How many types of Disaster are there?

आपत्तीचे किती प्रकार आहेत,

- A. Two
अ) दोन
- B. Three
ब) तीन
- C. One
क) एक
- D. Four
ड) चार

iii. Who is the father of Computer?

संगणकाचा जनक कोणास म्हंटले जाते.

- A. Babes
अ) बबेज
- B. Jon Beard
ब) जॉन बेअर्ड



- C. Marconi
क) मार्कोनी
D. Davis
ड) डेव्हीस

iv. Match the following with four alternatives.

Group 1

- 1) National Remote Sensing Organization
- 2) India 1995 VSNL
- 3) Natural Disaster
- 4) Television

जोड्या जुळवून खालीलपैकी योग्य पर्याय निवडा

गट - १

- १) राष्ट्रीय दूरसंवेदन संस्था
- २) भारत १९९५ VSNL
- ३) नैसर्गिक आपत्ती
- ४) दूरचित्रवाणी सेवा

Group 2

- a) Earth
- b) Jon Beard
- c) Hyderabad
- d) First Internet Service

गट - २

- अ) भूकंप
- ब) जॉन बेअर्ड
- क) हैद्राबाद
- ड) पहिली इंटरनेट सेवा

A. 1 - c 2 - d 3 - a 4 - b

अ) १- क २- ड ३-अ ४- ब

B. 1 - b 2 - c 3 - d 4 - a

अ) १- ब २- क ३-ड ४- अ

C. 1 - a 2 - d 3 - c 4 - b

अ) १- अ २- ड ३-क ४- ब

D. 1 - d 2 - c 3 - a 4 - b

अ) १- ड २- क ३-अ ४- ब

v. Statements :

1. Computer is a free thoughtful machine.
2. The speed of computer is very high.

विधान :

१. संगणक स्वतंत्रपणे विचार करतो.
२. संगणक अतिशय वेगाने कार्य करतो.

Which of the following option is correct ?

खालीलपैकी किंता पर्याय योग्य आहे ?

- A. First sentence is wrong and second sentence is right.
अ) विधान एक चूक आहे आणि दोन बरोबर आहे.
- B. Both sentences are right.
ब) विधान एक व दोन बरोबर आहेत.
- C. Both sentences are wrong
क) विधान एक व दोन चूक आहेत.
- D. First sentence is right and second sentence is wrong.
ड) विधान एक बरोबर आहे व दोन चूक आहे.

Q2) Write short note (any two out of four) टिपा लिहा. (चार पैकी कोणत्याही दोन)

[2]

[10]

P.T.O.

- a. Fire Manmade Disaster
अ) आग - मानवनिर्मित आपत्ती
- b. Earthquake Disaster
ब) भूकंप आपत्ती
- c. Geographical Information System
क) भौगोलिक माहिती प्रणाली
- d. Remote Sensing
ड) सुदूर संवेदन



Q3) Write detail answer of the following questions.(Any Two) कोणत्याही दोन प्रश्नाची सविस्तर [20]
उत्तरे लिहा.

- a. Explain what is Disaster?and explain the types of Disaster.
अ) आपत्ती म्हणजे काय ?ते सागून आपत्तीचे प्रकार स्पष्ट करा.
- b. What is Computer? and explain the importance of computer.
ब) संगणक म्हणजे काय ? संगणकाचे महत्त्व स्पष्ट करा.
- c. Explain the components of Geographical Information System.(GIS)
क) भौगोलिक माहिती प्रणालीचे घटक स्पष्ट करा.
- d. Explain the Disaster Mangement System in India.
ड) भारतातील आपत्ती व्यवस्थापनाची माहिती द्या.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11851) Other Elective (All Faculty) (110880) Science Technology and Development (STD) Part 1 SEM 2 (SC)



Seat No. **MAR-APR 2025 SUMMER EXAMINATION****11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Business Economics Paper-II****Sub. Code: 109917****B.com-I. sem-II****Day and Date: APRIL ,24-04-2025****Total Marks: 80****Time: 10:30 AM To 01:30 PM**

- Instructions:**
1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks

- Special Inst.:**
1. सर्व प्रश्न आवश्यक आहेत .
 2. उजवीकडील अंक गुण दर्शवितात
 3. आवश्यकते नुसार योग्य आकृत्या काढा.

Q1) A. MCQ (Choose correct alternative) / योग्य पर्याय निवडा [12]

i. In case of first degree of price discrimination, the consumer is left with.....

/ प्रथम श्रेणीचा मूल्यभेद यामध्ये ग्राहकास

- A. Loss of a part of consumer surplus / काही प्रमाणात संतोषाधिक्य मिळते.
- B. No surplus / संपूर्ण संतोषाधिक्य मिळत नाही
- C. Both (A) and (B) दोन्ही (A) आणि (B)
- D. None of the above/ वरील पैकी नाही

ii. When a rate of interest doesn't fall below certain level is called as..... /जेव्हा पैशाची मागणी व्याज दर एका निश्चित दराच्या नंतर कमी होत नाही तेव्हा त्यास ----- असे म्हणतात .

- A. Liquidity trap /रोखतेचा सापळा
- B. Demand trap / मागणीचा सापळा
- C. Both (A) and (B) दोन्ही (A) आणि (B)
- D. None of the above/ वरील पैकी नाही

iii. Real wages are determined by..... /----- यामुळे वास्तव वेतनाची निश्चिती होते.

- A. Money wage / पैशातील वेतन
- B. Price level/ किंमत पातळी
- C. Both (A) and (B) दोन्ही (A) आणि (B)
- D. None of the above/ वरील पैकी नाही

iv. In the Long Run, Under Perfect Competition supply curve of a firm is.....

दीर्घकाळात, पूर्ण स्पर्धेत पुरवठा वक्र हा -----असतो.

- A. more Elastic / अधिक लवचिक
- B. less elastic / कमी लवचिक
- C. unitary Elastic / एकक लवचिक
- D. inelastic / अलवचिक



v. The Lerner Index is used to measure monopoly power, also called..... /
मक्तेदारी शक्ती मोजण्यासाठी लर्नर निर्देशांक वापरला जातो, ज्याला
..... असेही म्हणतात.

- A. Market power / बाजार शक्ती
- B. Price power/ किंमत शक्ती
- C. Mark up power / मार्क अप शक्ती
- D. Supply power/ पुरवठा शक्ती

vi. -----was the first to develop a model of oligopoly in 1838./ सन 1938 साली ---
----- यांनी प्रथमतः अल्पाधिकार प्रारूप विकसित केले.

- A. Mrs. Robinsons / श्रीमती रॉबिनस्सन
- B. Marshall / मार्शल
- C. Prof. Chamberlin / प्रो. चेंबर्लिन
- D. Augustin Cournot / आगस्टिन कुनोत

B. Match the following pairs / जोड्या जुळवा

[4]

Group 1

Group 2

1. Perfect Competition / पूर्ण
स्पर्धा

a. Robert Triffin / रॉबर्ट ट्रिफिन

2. Monopoly Power /
मक्तेदारी शक्ती

b. Schumpeter/ शूमपीटर

3. Liquidity Preference /
रोखता पसंती

c. Single Price / एकच किंमत

4. Innovation theory of
Profit / नवप्रवर्तनाचा नफा सिद्धांत

d. J M Keynes / जे एम केन्स

- A. 1 = a , 2= b, 3= c, 4= d
- B. 1 = b , 2= c , 3= a, 4= d
- C. 1 = d, 2= c, 3= b , 4= a
- D. 1 = c , 2= a , 3= d, 4= b

C. State true or false: खालील विधाने चूक की बरोबर ते सांगा:

[4]

Statement-1: Demand for Money for Speculative Motives is a function of level of Income. /

विधान -१ : सट्टेबाजीच्या हेतूसाठी पैशाची मागणी ही उत्पन्नाच्या पातळीवर अवलंबून असते.

Statement-2: The Excess Capacity is associated with Monopolistic competition. /

विधान -२ : अतिरिक्त क्षमता ही मक्तेदारी स्पर्धेशी संबंधित आहे.

- A. Both the statements are correct/ दोन्ही विधाने बरोबर आहेत.
- B. Both the statements are incorrect / दोन्ही विधाने चुकीचे आहेत.
- C. Statement -1 is correct and Statement -2 is incorrect / विधान -१ बरोबर आहे आणि विधान -२ चुकीचे आहे.
- D. Statement -2 is correct and Statement -1 is incorrect / विधान -२ बरोबर आहे आणि विधान -१ चुकीचे आहे.

Q2) Write short notes (On any FOUR out of Six) / टीपा लिहा (सहा पैकी कोणतेही चार)

- Features of Perfect competition. पूर्ण स्पर्धेची वैशिष्ट्ये
- Price Discrimination / मूल्यभेद
- Product Differentiation. / वस्तुभेद
- Wage Differentiation. / वेतन भिन्नता
- Gross and Net Interest. / एकूण व्याज आणि निव्वळ व्याज
- Oligopoly. अल्पाधिकार



Q3) Answer the following (ANY FOUR out of Six) / खालील सहापैकी कोणत्याही चारवर [20] उत्तरे लिहा.

- Explain the Short run equilibrium of Industry under Perfect Competition.
पूर्ण स्पर्धेच्या अंतर्गत उद्योगातील अल्पकालीन समतोल स्पष्ट करा.
- Explain the characteristics of Oligopoly.
अल्पाधिकाराची वैशिष्ट्ये स्पष्ट करा.
- Explain the characteristics of Monopoly Market.
मक्तेदारी बाजाराची वैशिष्ट्ये स्पष्ट करा.
- Explain Modern theory of wages.
वेतनाचा आधुनिक सिद्धांत स्पष्ट करा.
- Explain the Innovation theory of profit.
नफ्याचा नवोन्मेष सिद्धांत स्पष्ट करा.
- Explain the Importance of Selling Cost.
विक्री खर्चाचे महत्त्व स्पष्ट करा.

Q4) Answer the following on ANY TWO out of four. / खालील कोणत्याही दोन प्रश्नांवर [20] उत्तरे द्या.

- Explain the Short-run and Long-run Price Determination under Monopoly Market.
मक्तेदारी बाजाराच्या अंतर्गत अल्पकालीन आणि दीर्घकालीन किंमत निर्धारण स्पष्ट करा.

- b. Explain the Long-run equilibrium of a firm and Industry under Perfect Competition.
पूर्ण स्पर्धेत उद्योग संस्था आणि उद्योगाच्या दीर्घकालीन समतोलाचे स्पष्टीकरण द्या.
- c. Explain the Classical theory of interest.
व्याजाचा सनातनपंथीय सिद्धांत स्पष्ट करा.
- d. Explain the Price Determination under Monopolistic Competition
मक्तेदारीयुक्त स्पर्धेच्या अंतर्गत किंमत निर्धारण स्पष्ट करा.



End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11809) Bachelor of Commerce (NEP 2.0) (109917) Business Economics Paper-II Part 1 SEM 2

SK-06

Total No. of Pages :4

Seat No	

B.Com. (Part - I) (Semester -II) (NEP 2020)
Examination, April- 2025
MICRO- ECONOMICS (Paper- II)
Sub. Code : 87977/59648/71491



Day and Date : Wednesday, 30/04/2025

Total Marks :40

Time : 10.30 a.m. to 12.00 p.m.

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

Q. 1) Choose the appropriate answer and write it in the answer sheet. (8)

- 1) is the number of seller in Oligopoly.
A) One B) Two
C) Unlimited D) Few
- 2) In.....situation monopolist can get excess profit.
A) $P < ATC$ B) $P > ATC$
C) $P = ATC$ D) $P < AVC$
- 3) Kinky Demand Curve observed in..... Competition.
A) Perfect B) Monopoly
C) Monopolistic D) Oligopoly
- 4) The perfect competitive firm are..
A) Price taker B) Quantity adjuster
C) Price setter D) Advertiser
- 5) Under monopoly the AR curve is.....
A) Rectangular hyperbola B) Downward
C) Vertical D) Horizontal
- 6) Degrees of price discrimination studies by.....
A) Cassels B) Dr. Marshall
C) A.C. Pigou D) Smith



7) Risk theory of Profit was written by.....

A) Prof. F. B. Hawley	B) Pro. Night
C) Dr. Marshall	D) J. R. Hicks

8) Concept of group introduced by.....

A) Stigler	B) Edward Chamberlin
C) Robinson	D) Cassels

Q.2) Define short run equilibrium under monopolistic competition. (8)

OR

Explain Ricardian Theory of Rent.

Q.3) Explain liquidity preference theory of interest rate. (8)

OR

Explain risk bearing theory of Profit

Q.4) Write short answer (Any two) (8)

- A) Explain wage discrimination.
- B) What are the types of price discrimination?
- C) Explain Price Leadership.

Q.5) Write short notes (Any two) (8)

- A) Producer's surplus
- B) Types of Profit
- C) Features of Perfect competition

मराठी रुपांतर

सूचना: 1) सर्व प्रश्न आवश्यक आहेत.

2) उजवीकडील अंक प्रश्नांचे गुण दर्शवितात.



प्र. 1) योग्य पर्याय निवडा आणि उत्तरपत्रिकेत लिहा.

(8)

1) अल्पाधिकार स्पर्धेत..... विक्रेते असतात.

(अ) एक

(ब) दोन

(क) असंख्य

(ड) थोडे

2) स्थितीत मक्तेदारास अतिरिक्त नफा मिळतो.

(अ) किंमत < स.ए.ख

(ब) किंमत > स.ए. ख.

(क) किंमत = स.ए.ख.

(ड) किंमत < स.ब.ख.

3) बाकदार मागणी वक्र..... स्पर्धेत आढळतो.

(अ) पूर्ण

(ब) मक्तेदारी

(क) मक्तेदारीयुक्त

(ड) अल्पाधिकार

4) पूर्ण स्पर्धेत संस्था असतात.

(अ) किंमत स्वीकारणाऱ्या

(ब) संख्या समायोजक

(क) किंमत ठरवणाऱ्या

(ड) जाहिरातदार

5) मक्तेदारीत स.प्रा. वक्र..... असतो.

(अ) आयताकृती अपास्त

(ब) घटता

(क) क्षितीज लंब

(ड) क्षितीज समांतर

6) मूल्यभेद वर्गीकरणाचा अभ्यास..... यांनी केला.

(अ) कॅसेल्स

(ब) डॉ. मार्शल

(क) ए.सी.पिंगु

(ड) स्मिथ

7) नफ्याचा धोका सिद्धांत..... यांनी मांडला.

(अ) प्रो. एफ. बी. हॉले

(ब) प्रो. नाईट

(क) डॉ. मार्शल

(ड) जे. आर. हिक्स



8) गट संकल्पना..... यांनी मांडली.

(अ) स्टिगलर

(ब) एडवर्ड चेम्बरलीन

(क) रॉबिनसन

(ड) कॅसेल्स

प्र.2) मक्तेदारीयुक्त स्पर्धेतील अल्पकालीन किंमत निश्चिती स्पष्ट करा. (8)

किंवा

रिकार्डो यांचा खंड सिद्धांत स्पष्ट करा.

प्र.3) व्याजाचा रोकड प्राधान्य प्रवृत्ती सिद्धांत स्पष्ट करा. (8)

किंवा

नफ्याचा धोका पत्करण्याचा सिद्धांत स्पष्ट करा.

प्र.4) थोडक्यात उत्तरे लिहा (कोणतीही दोन) (8)

अ) वेतन भिन्नता स्पष्ट करा.

ब) मूल्यभेदाचे प्रकार कोणते?

क) किंमत नेतृत्व स्पष्ट करा.

प्र.5) टीपा लिहा (कोणत्याही दोन) (8)

अ) उत्पादकाचे संतोषाधिक्य

ब) नफ्याचे प्रकार

क) पूर्ण स्पर्धेची वैशिष्ट्ये



SC-08

Total No. of Pages : 4

Seat No.	

B.Com. (Part - I) (Semester - II) (NEP 2020)

Examination, November - 2024

MICRO ECONOMICS

(Paper - II)

Sub. Code : 87977

Day and Date : Tuesday, 26-11-2024

Total Marks : 40

Time : 02.30 p.m. to 04.00 p.m.

Instruction : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1) Choose the correct alternative and rewrite the sentence.

8

- i) is the condition for the short run price determination under monopoly.
- a) $MC = MR$ b) $AC = AR$
c) $MC = AC$ d) $MR = AR$
- ii) In situation monopolist can get excess profit.
- a) $P < ATC$ b) $P > ATC$
c) $P = ATC$ d) $P < AVC$
- iii) Break-even point is a situation where
- a) profits are negative b) there is no profit no loss
c) profit minus cost d) profit equal to revenue
- iv) The perfect competitive firm are
- a) Price taker b) Quantity adjuster
c) Price setter d) Advertiser
- v) Under monopoly the AR curve is
- a) rectangular hyperbola b) downward
c) vertical d) horizontal



SC-08

- vi) Degree of price discrimination studies by
- | | |
|----------------|-----------------|
| a) Cassels | b) Dr. Marshall |
| c) A. C. Pigou | d) Smith |
- vii) The theory of monopolistic competition was written by
- | | |
|-----------------|------------------|
| a) Chamberlin | b) John Robinson |
| c) Dr. Marshall | d) J. R. Hicks |
- viii) Concept of group introduced by
- | | |
|-------------|----------------------|
| a) Stigler | b) Edward Chamberlin |
| c) Robinson | d) Cassels |

Q.2) Define short run equilibrium under perfect competition.

8

OR

Explain Ricardian Theory of Rent.

Q.3) Explain short run price determination in monopoly.

8

OR

Explain Risk Bearing Theory of Profit.

Q.4) Write short answers : (Any two)

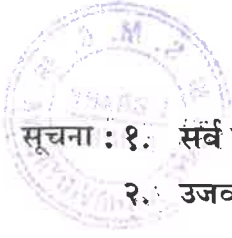
8

- i) Explain wage discrimination.
- ii) What are the classification price discrimination?
- iii) Explain types of price leadership firm.

Q.5) Write short notes on : (Any two)

8

- i) Producers surplus
- ii) Types of price discrimination
- iii) Features of Oligopoly competition



मराठी रुपांतर

सूचना : १. सर्व प्रश्न अनिवार्य आहेत.

२. उजवीकडील अंक प्रश्नाचे गुण दर्शवितात.

३. आवश्यक तेथे सुबक आकृत्या काढा.



8

प्र.क्र.१. योग्य पर्याय निवडा आणि वाक्य पुन्हा लिहा.

- i) ही मक्तेदारीतील अल्पकालीन किंमत निश्चितीची अट आहे.

अ) $MC = MR$	ब) $AC = AR$
क) $MC = AC$	ड) $MR = AR$
- ii) स्थितीत मक्तेदारास अतिरिक्त नफा मिळतो.

अ) $P < ATC$	ब) $P > ATC$
क) $P = ATC$	ड) $P < AVC$
- iii) हा ब्रेक इव्हन बिंदू असतो.

अ) ऋण नफा	ब) ना नफा ना तोटा बिंदू
क) नफा वजा खर्च	ड) नफा बरोबर प्राप्ती
- iv) पूर्ण स्पर्धेत संस्था असतात.

अ) किंमत स्विकारणाऱ्या	ब) संख्या समायोजक
क) किंमत ठरविणाऱ्या	ड) जाहिरातदार
- v) मक्तेदारीत AR वक्र असतो.

अ) आयताकृती अपास्त	ब) घटता
क) क्षितीजलंब	ड) क्षितीज समांतर
- vi) मूल्यभेद वर्गीकरणाचा अभ्यास यांनी केला.

अ) कॅसेल	ब) डॉ. मार्शल
क) ए. सी. पिगु	ड) स्मिथ
- vii) 'मक्तेदारीयुक्त स्पर्धा' ही संकल्पना यांनी मांडली.

अ) चेम्बरलीन	ब) जॉन रॉबिन्सन
क) डॉ. मार्शल	ड) जे. आर. हिक्स



viii) गट संकल्पना यांनी मांडली.

अ) स्टीगलर	ब) एडवर्ड चेम्बरलीन
क) रॉबिन्सन	ड) कॅसेल्

प्र.क्र.२.पूर्ण स्पर्धेतील अल्पकालीन किंमत निश्चिती स्पष्ट करा.

8

किंवा

रिकार्डों यांचा खंड सिद्धांत स्पष्ट करा.

प्र.क्र.३.मक्तेदारी स्पर्धेतील अल्पकालीन किंमत निश्चिती स्पष्ट करा.

8

किंवा

नफ्याचा धोका पत्करण्याचा सिद्धांत स्पष्ट करा.

प्र.क्र.४.थोडक्यात उत्तरे लिहा. (कोणतीही दोन)

8

- अ) वेतन भिन्नता स्पष्ट करा.
- ब) मूल्यभेद वर्गीकरणाची वैशिष्ट्ये स्पष्ट करा.
- क) किंमत नेतृत्व संस्था प्रकार स्पष्ट करा.

प्र.क्र.५.टिपा लिहा. (कोणत्याही दोन)

8

- अ) उत्पादकाचे संतोषाधिक्य
- ब) मूल्यभेदाचे प्रकार
- क) अल्पाधिकार स्पर्धेची वैशिष्ट्ये

MAR APR 2025 SUMMER EXAMINATION

11851 Other Elective (All Faculty)

Sub. Name: Prayojanmulak Hindi aur Kavita

Sub. Code: 107096

Day and Date: APRIL ,27-04-2025

Time: 10:30 AM To 12:00 PM

Total Marks: 40

Instructions:

Special Inst.: सूचनाएँ - i) सभी प्रश्न लिखना अनिवार्य है।
ii) दाईं ओर लिखे अंक प्रश्न के पूर्णांक दर्शाते हैं।



Q1) बहुविकल्पीय प्रश्नों के उत्तर लिखिए।

[10]

a. नीचे दिए गए विकल्पों में से सही विकल्प चुनिए।

- 1) किसी वस्तु को खरीदने के लिए उसके प्रति ध्यान आकर्षित करने का कार्य कौन करता है ?
अ) विज्ञान ब) घोड़ा क) विज्ञापन ड) तोता
- 2) विज्ञापन का अर्थ क्या है ?
अ) सूचना देना ब) ज्ञात कराना क) विशेष जानकारी देना ड) सब सही है
- 3) विज्ञापन को अंग्रेजी पर्यायी शब्द क्या है ?
अ) एडमिनिस्ट्रेशन ब) एडवर्टाइजिंग क) एडवांटेज ड) एडजेस्टमेंट
- 4) डॉ देवेंद्र दीपक की कविता का शीर्षक क्या है ?
अ) भिक्षुक ब) पहचान क) झरना ड) आकाश
- 5) सुमित्रानंदन पंत किस वाद के प्रवर्तक कवि हैं ?
अ) छायावाद ब) प्रगतीवाद क) हालावाद ड) प्रयोगवाद
- 6) 'जीवन का झरना' कविता में दिन-रात यह किसके प्रतीक है ?
अ) सुख-दुःख ब) अँधेरा-उजाला क) अमीर-गरीब ड) काला-गोरा

b. नीचे दिए विकल्पों में से सही विकल्प चुनकर रिक्त स्थानों की पूर्ति कीजिए।

- 1) नये उत्पाद की जानकारी ----- द्वारा मिलती है ।
 अ) रेलगाडी
 क) बस
 ब) सायकल
 ड) विज्ञापन
- 2) विज्ञापन से विक्रय में ----- होती है ।
 अ) घटौती
 क) घाटा
 ब) वृद्धि
 ड) नुकसान
- 3) यहाँ थी वह नदी इसी ----- में, जहाँ हमारे चेहरे हिलते थे ।
 अ) खेत
 क) रेत
 ब) बेंत
 ड) पहाड़
- 4) आरसीप्रसाद सिंह की कविता ----- है ।
 अ) बाजार
 क) जीवन का झरना
 ब) पहचान
 ड) बादल

Q2) निम्नलिखित प्रश्नों के उत्तर 150-200 शब्दों में लिखिए । (चार में से दो)

[10]

a. विज्ञापन का उद्देश स्पष्ट कीजिए।

- b. विज्ञापन के क्षेत्र में रोजगार के अवसर पर चर्चा कीजिए।
- c. 'यहाँ थी वह नदी' कविता का उद्देश्य स्पष्ट कीजिए।
- d. पहचान' कविता का आशय स्पष्ट कीजिए।

Q3) निम्नलिखित प्रश्नों के उत्तर 600-800 शब्दों में लिखिए। (दो में से एक)

[20]

- a.
 - a. विज्ञापन के स्वरूप को स्पष्ट करते हुए उसके महत्व को विस्तार से विशद कीजिए।
 - b. कवि सुमित्रानंदन पंत जी का जीवन परिचय देकर उनकी कविता 'आ: धरती कितना देती है' का आशय स्पष्ट कीजिए।

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (107096) Prayojanmulak Hindi aur Kavitate Part 1 SEM 1



Seat No.

B.com-I Sem. II

MAR-APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Improving Reading Comprehension in English****Sub. Code: 110178/109694/109065****Day and Date: APRIL ,27-04-2025****Time: 02.30 PM To 04:00 PM****Total Marks: 40**

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



Q1) A. Rewrite the following sentences by choosing the correct option. **[4]**

i. Synonyms are words that have -----

- A. Opposite meaning
- B. Similar meaning
- C. No relation in meaning
- D. Unclear meaning

ii. In the sentence, 'The little girl with the red ribbon ran towards the park. She was excited to play.', the word 'She' refers to -----

- A. Ribbon
- B. Girl
- C. Park
- D. Excitement

iii. 1. In the sentence, 'John gave Sarah a beautiful gift.' the underlined word is -----

- A. Subject
- B. Object
- C. Predicator
- D. Complement

iv. While summarizing a passage, it is important to -----

- A. Include every minor detail
- B. Avoid repetition
- C. Use direct quotations
- D. Add personal opinions

B. Answer the following questions in one word/phrase/sentence each. **[4]**

1. Identify the word formation process of the underlined word in the sentence, 'AIDS was a very serious disease.'
2. What are transition words in a paragraph?
3. Which reading technique helps in identifying specific information quickly?
4. Which type of reading improves fluency and speed?

Q2) Read the following passage and answer the questions based on it.

[16]

Technology has significantly transformed human life and artificial intelligence (AI) is at the forefront of this revolution. AI has made remarkable strides in various industries, enhancing efficiency and accuracy. In healthcare, AI-powered systems assist doctors in diagnosing diseases, analyzing medical images and even predicting potential health risks. In the financial sector, AI algorithms analyze vast amounts of data to predict market trends, helping investors make informed decisions. Similarly, in education, AI-driven platforms personalize learning experiences by adapting to students' individual needs and learning styles. However, while AI offers numerous advantages, some experts raise concerns about its impact on human cognition. Over-reliance on AI may diminish critical thinking and problem-solving skills, making humans dependent on automated systems. Ethical concerns also arise regarding data privacy, security and job automation, which could displace many workers. To connect AI's potential while minimizing risks, a balanced approach is essential one that integrates AI while preserving human intelligence, creativity and employment opportunities.

- a.**
1. In the sentence, 'AI is revolutionizing various fields,' what is the word class of the word 'revolutionizing'? **[8]**
 a) Noun b) Verb c) Adjective d) Adverb
 2. In the sentence, 'AI is used in healthcare to diagnose diseases,' what is the subject?
 a) Healthcare b) AI c) Diseases d) Diagnose
 3. What is a synonym for 'impact' as used in the passage?
 a) Effect b) Remove c) Forget d) Decrease
 4. The phrase 'excessive reliance on AI' implies:
 a) Using AI appropriately b) Overdependence on AI
 c) Ignoring AI d) Developing new AI systems
 5. The word formation process of 'healthcare' is:
 a) Blending b) Compounding c) Acronym d) Reduplication
 6. In the sentence 'A balanced approach is necessary to integrate AI,' what does 'integrate' mean?
 a) Separate b) Combine c) Ignore d) Reduce
 7. The object in the sentence 'AI helps to diagnose diseases' is:
 a) AI b) Helps c) Diagnose d) Diseases
 8. The word 'ethical' in the passage is closest in meaning to:
 a) Moral b) Scientific c) Complex d) Rapid

- b. Based on the paragraph in Q2.A, state whether the given statements [8] are True or False.**



1. AI has no role in healthcare advancements.
2. The word 'diagnose' in the passage refers to identifying diseases.
3. The phrase 'critical thinking skills' in the passage refers to AI's ability to analyze data.
4. The passage states that AI has ethical implications.
5. 'Market trends' in the passage refers to weather predictions.
6. AI can be used to personalize education.
7. Excessive reliance on AI enhances human intelligence.
8. Ethical concerns about AI include job automation.



Q3) Read the following passage and answer the questions.

[16]

Exercise plays a important role in maintaining overall health and well-being. Engaging in regular physical activity strengthens the body, enhances mental clarity and improves emotional well-being. It not only helps in maintaining a healthy weight but also reduces the risk of chronic conditions such as heart disease, diabetes and high blood pressure. Experts suggest dedicating at least 30 minutes to moderate exercises like walking, jogging, cycling or yoga to ensure long-term health benefits. Beyond physical health, exercise also has a profound impact on mental well-being. It releases endorphins, the 'feel-good' hormones, which help alleviate stress, anxiety and depression. Additionally, regular workouts improve brain function, boost memory and enhance concentration, making individuals more productive. Exercise also promotes better sleep, increases energy levels and strengthens the immune system. Incorporating physical activity into daily life is essential for a balanced and healthy lifestyle, ensuring both physical fitness and mental resilience.

a. Read the given passage and answer the questions in one word/sentence each. [8]

1. What is the main benefit of regular exercise?
2. Name one disease that exercise helps prevent.
3. How many minutes of exercise do experts recommend daily?
4. Give an example of a moderate exercise.
5. How does exercise impact mental health?
6. Which lifestyle factor does exercise contribute to?
7. Which exercise helps in stress management?
8. What is the meaning of 'enhance' in the passage?

b. Answer the following questions in two to three sentences. (Any Two) [4]

- a. Why is exercise considered essential for good health?
- b. How does regular physical activity help in stress management?
- c. Why do experts recommend at least 30 minutes of exercise daily?
- d. How exercise help to improve mental health?

c. Write a summary of the above passage with an appropriate title. [4]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11851) Other Elective (All Faculty) (110178) Improving Reading Comprehension in English Part 1 SEM 2
- 2] (11769) B.Sc. Animation (Entire) NEP 2.0 (109065) Improving Reading Comprehension Part 1 SEM 2
- 3] (11750) B.Sc. Information Technology (Entire) (109694) Improving Reading Comprehension Part 1 SEM 2
NEP 2.0



Seat No. _____

OE- Geography

QP-4850

Total No. of Pages : 3

B.com-I sem. II

MAR-APR 2025 SUMMER EXAMINATION

11809 Bachelor of Commerce (NEP 2.0)

Sub. Name: Geography Paper-II

Sub. Code: 59654/71504/87989



Day and Date: APRIL ,29-04-2025

Total Marks: 40

Time: 10:30 AM To 12:00 PM

- Instructions:**
1. All questions are compulsory
 2. Draw neat labelled diagrams wherever necessary
 3. Figures to the right indicate full marks
 4. Use Sketches/Diagrams wherever necessary

Q1) Choose the correct alternative for the following questions. / खालील प्रश्नांसाठी दिलेल्या [8]
पर्यायातून योग्य पर्याय निवडा.

- i. Marketing geography is a sub-branch of which geography?
विपणन भूगोलशास्त्र कोणत्या भूगोलशास्त्राची उपशाखा आहे ?
 - A. Physical Geography / प्राकृतिक भूगोलशास्त्र
 - B. Human Geography / मानवी भूगोलशास्त्र
 - C. Economic Geography / आर्थिक भूगोलशास्त्र
 - D. None of these / यापैकी नाही
- ii. Which of the following are elements of Marketing Geography?
खालीलपैकी विपणन भूगोलशास्त्राचे घटक कोणते ?
 - A. Concepts / संकल्पना
 - B. Event / घटना
 - C. Wealth / संपत्ती
 - D. All of the above / वरील सर्व
- iii. What are the extremes of market structure?
बाजार रचनेच्या अतिरेकी अवस्था कोणत्या ?
 - A. Perfect competition and monopoly /पूर्ण स्पर्धा व मक्तेदारी
 - B. Bilateral monopoly/ द्विपक्षीय मक्तेदारी
 - C. Poly monopoly and monopolistic competition / बहु मक्तेदारी व मक्तेदारीयुक्त स्पर्धा
 - D. None of these / यापैकी नाही
- iv. In which market do large and bulk purchases and sales take place?
मोठ्या व ठोक प्रमाणात खरेदी विक्री कोणत्या बाजारात होते ?
 - A. Share market / भाग बाजार
 - B. Commodity market / वस्तु बाजार
 - C. Wholesale market / घाऊक बाजार
 - D. Foreign exchange market / परकीय चलन बाजार



- v. What is the major objective of agricultural marketing?
कृषी विपणनाचे प्रमुख उद्दिष्ट कोणते ?
- Consumer Satisfaction / ग्राहकांचे समाधान
 - Fair Price for Farmers / शेतकऱ्यांना रास्त किंमत
 - Market Transparency / बाजारपेठेत पारदर्शकता
 - All of the above / वरील सर्व
- vi. Which element is important under the Agricultural Produce Market Committee (APMC) Act?
कृषी उत्पन्न बाजार समिती (APMC) कायद्यानुसार कोणता घटक महत्वाचा आहे ?
- Credit distribution to farmers / शेतकऱ्यांना कर्जवाटप
 - Regulation of agricultural products / शेतमालाचे नियमन
 - Increasing agricultural production / शेतीचे उत्पादन वाढविणे
 - Water supply management / पाणीपुरवठा व्यवस्थापन
- vii. In which year was the Sargent Committee appointed?
कोणत्या साली सार्जेंट समिती नेमण्यात आली ?
- 1933 / १९३३
 - 1944 / १९४४
 - 1955 / १९५५
 - 1966 / १९६६
- viii. In which state is the religious place Kedarnath located?
केदारनाथ हे धार्मिक ठिकाण कोणत्या राज्यात आहे ?
- Uttaranchal / उत्तरांचल
 - Kashmir / कश्मीर
 - Maharashtra / महाराष्ट्र
 - Tamil Nadu / तामिळनाडू

Q2) Answer the following questions in detail (any one)
खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

[8]

- a. Explain the meaning and nature of Marketing Geography.
विपणन भूगोलशास्त्राचा अर्थ व स्वरूप स्पष्ट करा.

[8]

Or/ किंवा

- b. What is market? Classify the markets in detail.
बाजारपेठ म्हणजे काय ? बाजारपेठांचे वर्गीकरण करा.

[8]

Q3) Answer the following questions in detail (any one)
खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

[8]

- a. Explain the process and methods of agricultural marketing.
कृषी विपणनाची प्रक्रिया आणि पद्धती स्पष्ट करा.

[8]

Or / किंवा

- b. Write detailed information about tourist centres in Maharashtra.
महाराष्ट्रातील पर्यटन केंद्रांची सविस्तर माहिती लिहा.

[8]

Q4) Write answers in brief. (Any two of three) / थोडक्यात उत्तरे लिहा (तीन पैकी कोणतेही दोन)

[8]

- a. Explain the importance of agricultural marketing.
कृषी विपणनाचे महत्त्व स्पष्ट करा.
- b. State the importance of market.
बाजारपेठेचे महत्त्व सांगा.
- c. Explain the function of Maharashtra Tourism Development Corporation (MTDC).
महाराष्ट्र पर्यटन विकास महामंडळाचे (एमटीडीसी) कार्य स्पष्ट करा.



Q5) Write Short Notes. (Any two of the three) / टिपा लिहा . (तीन पैकी कोणत्याही दोन)

[8]

- a. State the geographical factors that affect the market system.
बाजार व्यवस्थेवर परिणाम करणारे भौगोलिक घटक सांगा .
- b. Links in the agricultural marketing system.
कृषी विपणन प्रणालीतील दुवे.
- c. Sergeant Committee
सार्जेंट समिती

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (778) B.Com.(Sem) (59654) Geography Paper II (Globalization and Market System) Part 1 SEM 2
- 2] (7822) Bachelor of Commerce (NEP20) (87989) Geography Paper-II Part 1 SEM 2
- 3] (7801) Bachelor of Comm. (CBCS) (71504) Geography Paper-II Part 1 SEM 2

Seat No.

Total No. of Pages : 3

OCT_NOV_2024 WINTER EXAMINATION**Bachelor of Commerce (NEP 2.0)****Sub. Name: Geography Paper-II****B.Com I Sem .II****Sub. Code: 59654/71504/87989****Day and Date: DECEMBER ,02-12-2024****Total Marks: 40****Time: 02.30 PM To 04:00 PM**

- Instructions:**
1. All questions are compulsory
 2. Figures to the right indicate full marks
 3. Use Sketches/Diagrams wherever necessary

Special Inst.: Attempt any two questions from que no. 4 and 5.

Q1) Choose the correct alternative for the following questions. खालील प्रश्नांसाठी दिलेल्या [8]
पर्यायातून योग्य पर्याय निवडा.

- i. Which of the following is not a nature of Marketing Geography?
खालीलपैकी कोणते विपणन भूगोलशास्त्राचे स्वरूप नाही ?
 A. Functional / क्रियात्मक
 B. Commodity / वस्तुविषयक
 C. Consumer / ग्राहकविषयक
 D. Political / राजकीय
- ii. Which geography is studied to provide a higher standard of living to the society?
समाजाला अधिक उच्च प्रकारचे राहणीमान उपलब्ध करून देण्यासाठी कोणत्या भूगोलशास्त्राचा अभ्यास केला जातो ?
 A. Geomorphology / भुरूपशास्त्र
 B. Climatology / हवामान शास्त्र
 C. Physical Geography / प्राकृतिक भूगोल
 D. Marketing Geography / विपणन भूगोल
- iii. What do consumers get from traders in the market?
बाजारपेठेत व्यापाऱ्यांकडून ग्राहकांना कशाचा ताबा मिळतो ?
 A. Money / पैसा
 B. Object / वस्तु
 C. Both money and goods / पैसा व वस्तु दोन्ही
 D. None of these / यापैकी नाही
- iv. Which of the following is not bought and sold in the market?
बाजारपेठेत पुढीलपैकी कशाची खरेदी विक्री होत नाही ?
 A. Goods / वस्तू
 B. Services / सेवा
 C. Consumers / ग्राहक
 D. All of above / वरील सर्व



v. Which agricultural commodity require large expenses to maintain?
कोणता शेतमाल टिकवून ठेवण्यासाठी मोठा खर्च करावा लागतो ?

- A. Grain / धान्य
- B. Durable / टिकाऊ
- C. Perishable / नाशवंत
- D. None of these / यापैकी नाही

vi. What is the final stage of agricultural marketing system?
कृषी विपणन व्यवस्थेतील कोणती शेवटची अवस्था आहे ?

- A. Process / प्रक्रिया
- B. Transportation / वाहतूक
- C. Coverage / आवेष्टन
- D. Sale of agricultural commodities / शेतमालाची विक्री

vii. In which district tourist center Mahabaleshwar is located?
महाबळेश्वर हे पर्यटन केंद्र कोणत्या जिल्ह्यात आहे ?

- A. Amravati / अमरावती
- B. Nagpur / नागपूर
- C. Chandrapur / चंद्रपूर
- D. Satara / सातारा

viii. In which state tourist center Munnar is located?
मुन्नार हे पर्यटन केंद्र कोणत्या राज्यात आहे ?

- A. Kerala / केरळ
- B. Maharashtra / महाराष्ट्र
- C. Goa / गोवा
- D. Uttar Pradesh / उत्तर प्रदेश

Q2) Answer the following questions in detail (any one)

[8]

खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

a. What is Marketing Geography? Explain the importance of Marketing geography.

विपणन भूगोलशास्त्र म्हणजे काय ? विपणन भूगोलशास्त्राचे महत्त्व स्पष्ट करा.

Or / किंवा

Explain the classification of markets on the basis of period and geographical area.

बाजारपेठेचे कालावधीच्या आधारावरील व भौगोलिक क्षेत्राच्या आधारावरील वर्गीकरण स्पष्ट करा.

Q3) Answer the following questions in detail (any one)

[8]

खालील प्रश्नांची सविस्तर उत्तरे लिहा (कोणताही एक)

- a. What is agricultural marketing? State the approach to the agricultural marketing study.

कृषी विपणन म्हणजे काय ? कृषी विपणन अभ्यासाचे दृष्टीकोन स्पष्ट करा.

Or / किंवा

Write information about tourist centers in Maharashtra.

महाराष्ट्रातील पर्यटन केंद्राची माहिती लिहा .



Q4) Write answers in brief. (Any two of three) थोडक्यात उत्तरे लिहा (तीन पैकी कोणतेही दोन)

[8]

- a. Explain the components in Marketing Geography.

विपणन भूगोलशास्त्रातील घटक स्पष्ट करा.

- b. Explain the structure of the market

बाजारपेठेची रचना स्पष्ट करा.

- c. Describe tourist centers in kerala.

केरळ मधील पर्यटन केंद्रांचे वर्णन करा.

Q5) Write Short Notes. (Any two of the three) टिपा लिहा . (तीन पैकी कोणत्याही दोन)

[8]

- a. Tourist centers in Goa

गोव्यातील पर्यटन केंद्र

- b. Geographical factors affecting Market System

बाजारपेठ व्यवस्थेवर परिणाम करणारे भौगोलिक घटक

- c. Importance of agricultural marketing

कृषी विपणनाचे महत्त्व

* * *



Seat No. _____

B.com I sem II

QP-4681

Total No. of Pages : 2



MAR-APR 2025 SUMMER EXAMINATION

11851 Other Elective (All Faculty)

Sub. Name: Manmade Disaster Management

Sub. Code: 110065

Day and Date: APRIL ,27-04-2025

Total Marks: 40

Time: 02.30 PM To 04:00 PM

- Instructions:**
1. All questions are compulsory
 2. Figures to the right indicate full marks
 3. No drawing paper, tracing paper or its cutting is to be brought from outside or taken out from examination hall

Q1) Solve following MCQ.

[5]

i. 2008 या वर्षी भारतातील कोणत्या शहरावरती बॉम्बस्फोट झाला होता ?

- A. मुंबई
- B. चेन्नई
- C. कलकत्ता
- D. दिल्ली

ii. दहशतवाद ही आपत्ती कोणत्या प्रकारची आहे ?

- A. मानवनिर्मित
- B. नैसर्गिक
- C. ईश्वरनिर्मित
- D. कोणतेही नाही

iii. खालीलपैकी कोणत्या देशाकडे अणुबॉम्ब आहे ?

- A. अफगाणिस्तान
- B. सोमालिया
- C. स्वीडन
- D. अमेरिका

iv. 2019 या वर्षी महाराष्ट्रातील कोणत्या जिल्ह्यात पुर परिस्थिती तयार झाली होती ?

- A. बीड
- B. पुणे
- C. कोल्हापूर
- D. नागपूर

v. कार्बन डायॉक्साईड च्या उत्सर्जनामुळे कोणत्या अडचणी निर्माण होतात ?



- A. श्वसनाच्या समस्या
B. कॅन्सर
C. उष्णता वाढ
D. सर्व पर्याय बरोबर आहेत

Q2) Write short note

[15]

- a. खालीलपैकी कोणत्याही तीन टीपा लिहा.
1 2008 मुंबई दहशतवादी हल्ला
2 अणुबॉम्ब चे वाईट परिणाम
3 दुसरे महायुद्ध
4 जागतिक तापमानवाढ
5 धार्मिक दंगली

- Q3)** खालीलपैकी कोणत्याही एका प्रश्नाचे सविस्तर उत्तर लिहा.
1 मानवनिर्मित आपत्ती कोणत्या आहेत सविस्तर माहिती लीहा.
किंवा
2 जागतिक तापमानवाढ म्हणजे काय सविस्तर माहिती लीहा.

[10]

- Q4)** खालीलपैकी कोणत्याही एका प्रश्नाचे सविस्तर उत्तर लिहा.
1 अति पाऊस आणि त्यांचे परिणाम सविस्तर माहिती लीहा.
किंवा
2 मानवनिर्मित आपत्ती मध्ये कशा पद्धतीने मदत केली जाऊ शकते याबद्दल सविस्तर माहिती लिहा

[10]

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (110065) Manmade Disaster Management Part 1 SEM 2

Seat No.

B.com I sem II

Total No. of Pages : 3

MAR-APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Build Good and Break Bad Habits****Sub. Code: 110187****Day and Date: APRIL ,27-04-2025****Time: 02.30 PM To 04:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Special Inst.:** सूचना:
1) एक सर्व प्रश्न आवश्यक आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.**Total Marks: 40****Q1)** Complete the following statements by choosing the correct option. योग्य पर्याय निवडून [10]
खालील विधाने पूर्ण करा**i.** has explained the four basic elements of habits.

..... यांनी सवयीचे चार घटक स्पष्ट केले आहेत.

- A. Clear क्लिअर
- B. Goldilocks गोल्डीलॉक्स
- C. Jorge doran जॉर्ज डोरोन
- D. Wood वूड

ii. Habit stacking is a method for creating habits.

हॅबिट स्टॅकिंग ही सवयी निर्माण करण्यासाठी एक पद्धत आहे.

- A. Irreversible अपरिवर्तनीय
- B. Transformative परिवर्तनात्मक
- C. Steady स्थिर
- D. Unstable अस्थिर

iii. reinforcement is an important tool in the habit formation process.

..... बळकटीकरण हे सवयी निर्माण करण्याच्या प्रक्रियेत महत्वाचे साधन आहे.

- A. Social सामाजिक
- B. Economical आर्थिक
- C. Positive सकारात्मक
- D. Negative नकारात्मक

iv. Match the following with four alternatives खालील चार पर्यायांसह जोड्या जुळवा.

गट अ

गट ब

1) Immediate Reward

a) Jorge T Doran

तत्काळ बक्षीस

जॉर्ज टी डोरान

2) SMART-Goals

b) Self-Esteem and Life Satisfaction

स्मार्ट ध्येये

स्व-आकलन आणि जीवन समाधान

3) Identity-based habit-

c) Habit Formation-



ओळख आधारित सवयी

4) Cues-

संकेत

- A. 1-b 2-d 3-a 4-c
- B. 1-c 2-a 3-b 4-d
- C. 1-c 2-b 3-d 4-a
- D. 1-b 2-a 3-c 4-d

सवयी निर्मितीसाठी

d) Habit Initiation-

सवयींची सुरुवात

v. Which is the correct or incorrect Statement

Statement 1. Atomic Habits: an easy and proven way to build good habit and break bad ones.

विधान 1. स्वयंचलित सवयी: चांगल्या सवयी लावण्याचा आणि वाईट सवयी सोडण्याचा एक सोपा आणि प्रभावी मार्ग आहे.

Statement 2 SMART Goals include these elements: Specific, Measurable, Achievable, Responsible and Time-Bound.

विधान 2 स्मार्ट ध्येयामध्ये दोस मोजता येण्याजोगे साध्य करता येण्याजो गे जबाबदारी आणि वेळेच्या चौकटीत या घटकांचा समावेश होतो

- A. Statement 1 is True/Correct and Statement 2 is false/Incorrect.
- B. Statement 2 is True/Correct and Statement 1 is false/Incorrect.
- C. Both Statement are True/Correct.
- D. Both Statement are false/Incorrect.

Q2) Write short notes टीपा लिहा. (कोणत्याही चार)

[20]

- a.
 1. Steps to implement Habit Stacking
हॅबिट स्टॅकिंग लागू करण्याची टप्पे
 2. The psychology behind identity and habit
ओळख आणि सवयीमागील मानसशास्त्र
 3. SMART: Five Elements of a Goal
स्मार्ट: ध्येयाचे पाच घटक
 4. Strategies for overcoming common obstacles
सामान्य अडथळ्यांवर मात करण्याची रणनीती
 5. Cardinal rules of behavior change
वर्तन बदलाचे मुख्य नियम
 6. Habit Loop and its impact on behavior
सवयींचे चक्र आणि वर्तनावरील त्याचा प्रभाव

Q3) Long Question (any one out of two)

[10]

दिर्घोत्तरी प्रश्न (कोणताही एक)

Basic Habits: Explain the concepts and their impact on behavior.

मूलभूत सवयी : संकल्पना आणि त्यांचा वर्तनावरील परिणाम स्पष्ट करा.

किंवा

Explain the role of social norms in the formation of habits.

सवयींच्या निर्मितीमध्ये सामाजिक नियमांची भूमिका स्पष्ट करा

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (11851) Other Elective (All Faculty) (110187) Build Good and Break Bad Habits Part 1 SEM 2



Seat No.

B.com I. sem. II

Total No. of Pages : 2

MAR-APR 2025 SUMMER EXAMINATION**11851 Other Elective (All Faculty)****Sub. Name: Sahityachi Rupe****Sub. Code: 110176****Day and Date: APRIL ,27-04-2025****Time: 02.30 PM To 04:00 PM****Instructions: 1. All questions are compulsory
2. Figures to the right indicate full marks****Total Marks: 40****Q1) Solve following MCQ.****[10]**

- i. 'गाथासप्तशती' हा ग्रंथ कोणत्या राजाने संपादित केलेला आहे ?
 A. नल
 B. चंद्रगुप्त
 C. हर्षवर्धन
 D. हाल
- ii. कान्हरदेव या राजाने कोणत्या मंदिराच्या बाहेरील भिंत बांधली ?
 A. कुमारेश्वर
 B. भैरोबा
 C. सरस्वती
 D. जोतीबा
- iii. छत्रपती शाहू महाराजांनी राजाराम कॉलेजची जबाबदारी खालीलपैकी कोणत्या संस्थेकडे दिली ?
 A. प्रार्थना समाज
 B. आर्य समाज
 C. सत्यशोधक समाज
 D. ब्राह्मो समाज
- iv. 'आमार सोनार बांगला' हे गीत कोणी लिहिले आहे ?
 A. जीवनानंद दास
 B. रवींद्रनाथ टागोर
 C. सत्येद्रनाथ दत्ता
 D. बंकिमचंद्र चटर्जी
- v. संती आणि रामीचे माहेर खालीलपैकी कोणते आहे ?
 A. तेर
 B. मंगळवेढा

- C. ढोकी
D. पंढरपूर



Q2) Write short note

[10]

- a. कान्हरदेव व स्वामींच्या लोणार येथील भेटीचे वर्णन करा. **[5]**
- b. छ. शाहू महाराजांनी प्राथमिक शिक्षणाच्या चळवळीसाठी केलेल्या कार्याची माहिती लिहा. **[5]**
- c. 'रत्नयाच्या आठवणी हे एक मोठं ऋणच आहे', असे समीर गायकवाड का म्हणतात ? **[5]**
- d. 'मन संसारी लागत न्हाई' या प्रकरणातील सगळ्याजणी शोषित असण्यातच सुखं शोधित राहिल्या असे लेखिका का म्हणते ? **[5]**

Q3) अंतर्गत विकाससह दीर्घोत्तरी प्रश्न (कोणताही एक)

[20]

- a. 'स्मशानातील सोनं ' या कथेतील भीमाचा जीवनसंघर्ष कसा चित्रित झाला आहे, ते साधार लिहा. **[20]**
- b. महात्मा गांधीजींना माणसांना सुखी करणारा समाज का महत्त्वाचा वाटत होता, हे स्पष्ट करा. **[20]**

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

1] (11851) Other Elective (All Faculty) (110176) Sahityachi Rupe Part 1 SEM 2



SK-08

Total No. of Pages : 4

Seat No.	

B. Com. (Part - I) (Semester - II) (NEP)

Examination, April - 2025

Management Principle and Applications (Paper II)

Sub. Code : 87979 / 71492 / 55867 / 59649

Day and Date : Friday, 25/04/2025

Total Marks : 40

Time : 10.30 a.m. to 12.00 p.m.

Instructions : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1 Fill in the blanks below by choosing correct option/alternative.

[08]

1. In motivation is increased of employees for increasing efficiency of the employees.
 - a) Physical strength
 - b) Mental strength
 - c) Moral strength
 - d) Financial strength
2. According to Herzberg, there are hygiene factors.
 - a) Eight
 - b) Nine
 - c) Ten
 - d) Eleven
3. means understanding others needs and what goes into their mind.
 - a) Honesty
 - b) Humility
 - c) Empathy
 - d) Integrity
4. In type of leadership, a leader enjoys no power.
 - a) Democratic
 - b) Consultative
 - c) Autocratic
 - d) Free-rein
5. The control process is also known as
 - a) Control cycle
 - b) Control step
 - c) Control procedure
 - d) Controlling



6. are the modern techniques of controlling.

a) Mile stone budgeting	b) PERT and CPM
c) Management audit	d) All of these

7. The term change refers to an in a system whether physical, biological or social.

a) Dilution	b) Alteration
c) Depreciation	d) Appreciation

8. Unfreezing, changing and refreezing are the steps in change model developed by

a) Henry Fayol	b) Lewis Kurt
c) Peter Drucker	d) Lawrence

Q. 2 Describe the Douglas McGregor's theory 'X' and Theory 'Y' of motivation. **[08]**

OR

Explain the importance of leadership.

Q. 3 Describe the traditional techniques of control. **[08]**

OR

Discuss the factors of resistance to change.

Q. 4 Write short answers in brief. (Any two) **[08]**

- Explain Maslow's need hierarchy theory.
- Describe the leadership style of Mahatma Gandhi.
- Write advantages and disadvantages of Programme Evaluation Review Technique (PERT).

Q. 5 Short Notes (Any Two) **[08]**

- Lewin Kurtz three stages of change.
- Human relationship approach.
- Free rein leadership style.

मराठी रूपांतर



सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.

2) सर्व प्रश्नांना समान गुण आहेत.

प्र.1 खालीलपैकी पर्यायांपैकी योग्य पर्याय निवडून गाळलेल्या जागा भरा.

[08]

1. कर्मचारी यांची कार्यक्षमता वाढवण्यासाठी प्रेरणा वाढवली जाते.

अ) शारीरिक शक्ति

ब) मानसिक बल

क) नैतिक बल

ड) आर्थिक बल

2. हर्झबर्ग यांच्या मते स्वच्छतेचे घटक आहेत.

ਅ) ਆਠ

ब) नऊ

क) दहा

ड) अकरा

3. म्हणजे इतरांच्या गरजा आणि त्यांच्या मनात काय आहे हे समजून घेणे.

अ) प्रामाणिकपणा

ब) नम्रता

क) सहानुभूती

ड) सचोटी

4. या नेतृत्वाच्या प्रकारात नेत्याला सत्ता नसते.

अ) लोकशाही

ब) सह्यामसलत

क) एकाधिकारशाही

ड) संपूर्ण स्वातंत्र्य

5. नियंत्रण प्रक्रियेला असेही म्हणतात.

अ) नियंत्रण चक्र

ब) नियंत्रण चरण

क) नियंत्रण प्रक्रिया

ड) नियंत्रण करणे.

6. ही नियंत्रणाची आधुनिक तंत्रे आहेत.

अ) माइल स्टोन बजेटिंग

ब) पर्ट आणि सीपीएम

क) व्यवस्थापन ऑडिट

ड) दिलेले सर्व पर्याय



7. बदल हा शब्द भौतिक, जैविक किंवा सामाजिक अशा अवस्थेत वापरला जातो.

अ) पातळपणा	ब) बदल
क) अवमूल्यन	ड) अधिमूल्यन

8. अनफ्रीजिंग, चेंजिंग आणि रिफ्रीजिंग ही चेंज मॉडेलमधील पायरी यांनी विकसित केली.

अ) हेन्री फेयोल	ब) लेविन्स कर्ट
क) पीटर ड्रकर	ड) लॉरेन्स

प्र.2. डग्लस माग्रेगर यांचा कार्य प्रेरणेचा 'एक्स' सिद्धांत आणि 'वाय' सिद्धांत यांची चर्चा करा. [08]

किंवा

नेतृत्वाचे महत्त्व विशद करा.

प्र.3. नियंत्रणाच्या पारंपरिक तंत्राचे वर्णन करा. [08]

किंवा

बदलास विरोध या घटकांची चर्चा करा.

प्र.4 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [08]

- मास्लोच्या गरजांच्या सिद्धांताची चर्चा करा.
- महात्मा गांधी यांच्या नेतृत्व शैलीचे वर्णन करा.
- पर्टचे फायदे तोटे लिहा.

प्र.5 टिपा लिहा. (कोणत्याही दोन) [08]

- लेविन कर्टझ यांचे तीन टप्प्यांचे बदल
- मानवी संबंध दृष्टिकोन
- मुक्त नेतृत्व शैली



SC-09

Total No. of Pages : 4

Seat
No.

B.Com. (Part - I) (Semester - II) (NEP 2020)

Examination, November - 2024

MANAGEMENT FUNCTIONS AND APPLICATION

(Paper - II)

Sub. Code : 87979

Day and Date : Thursday, 28-11-2024

Total Marks : 40

Time : 02.30 p.m. to 04.00 p.m.

Instruction : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1) Choose the correct alternative and rewrite the sentence.

8

- i) The experience and intelligence of assistant executive is completely used in
a) autocratic b) free rein
c) transformational d) charismatic
- ii) is the first step in the controlling process.
a) Establishment of standard b) Evaluation
c) Comparison d) Search difference
- iii) Abraham Maslow described hierarchy of needs.
a) five b) three
c) six d) two
- iv) Leader must have the quality.
a) honesty b) patience
c) creativity d) all of these
- v) Creating unity in diversity requires in the organization.
a) Controlling b) Forecasting
c) Communication d) Coordination

SC-09



- vi) Corporate social responsibility means company try to work for
a) profit motive b) social welfare
c) sales growth d) business growth
- vii) The green management is a continuous process, its main objective is to the environment.
a) conserve b) a) and c) both options
c) protect d) loss
- viii) There are two types of motivation those are motivation.
a) financial b) Non-financial
c) a) and b) both options d) intrinsic

Q.2) What is meant by leadership? Explain the importance of leadership.

8

OR

What is meant by coordination? Explain the need of coordination.

Q.3) What is meant by motivation? Explain its importance.

8

OR

What is meant by Corporate Social Responsibility? Explain its importance.

Q.4) Write short answers : (Any two)

8

- i) Explain modern techniques of controlling.
ii) Explain financial motivation.
iii) Explain Dr. Babasahed Ambedkar's leadership style.

Q.5) Write short notes on : (Any two)

8

- i) Management of change
ii) Theory of 'X'
iii) Democratic leadership style

२. उजवीकडील अंक प्रश्नाचे गुण दर्शवितात.

8

- P.T.O.**



SC-09

viii) कार्यप्रेरणा या दोन प्रकारच्या कार्यप्रेरणा आहेत.

- अ) आर्थिक ब) आर्थिकेतर
क) अ) आणि ब) दोन्ही पर्याय ड) आंतरिक

प्र.क्र.२.नेतृत्व म्हणजे काय? नेतृत्वाचे महत्त्व स्पष्ट करा.

8

किंवा

समन्वय म्हणजे काय? समन्वयाची आवश्यकता स्पष्ट करा.

प्र.क्र.३.कार्यप्रेरणा म्हणजे काय? कार्यप्रेरणेचे महत्त्व स्पष्ट करा.

8

किंवा

कंपनीची सामाजिक जबाबदारी म्हणजे काय? त्याचे महत्त्व स्पष्ट करा.

प्र.क्र.४.थोडक्यात उत्तरे लिहा. (कोणतीही दोन)

8

- अ) नियंत्रणाची आधुनिक तंत्रे स्पष्ट करा.
- ब) 'आर्थिक कार्यप्रेरणा' संकल्पना स्पष्ट करा.
- क) डॉ. बाबासाहेब आंबेडकर यांची नेतृत्वशैली स्पष्ट करा.

प्र.क्र.५.टिपा लिहा. (कोणत्याही दोन)

8

- अ) बदलाचे व्यवस्थापन
ब) 'क्ष' सिद्धांत
क) लोकशाही नेतृत्वशैली

Seat No.	

SK - 179

Total No. of Pages : 2

B. Com. Part-I (Sem. II) (NEP)
Examination, April, 2025
Business Mathematics (Paper - II)
Subject Code : 87987



Day and Date : Tuesday, 29-04-2025

Total Marks : 40

Time : 10.30 a.m. to 1.30 p.m.

- Instructions :** 1. Que. No. 1 and Que. No. 2 are compulsory.
 2. Attempt any three questions from Que. No. 3 to 6
 3. Figures to the right indicate full marks.
 4) Non-programmable calculator is allowed.

Q.1 Select the correct alternative and rewrite the statement.

(08)

i) If $y = 5^x$, then $\frac{dy}{dx} = \underline{\hspace{2cm}}$.

- A) $5^x \log x$ B) $5 \log x$ C) 5^x D) $5^x \log 5$.

ii) If u and v are two functions of x , then $\int uv \, dx = \underline{\hspace{2cm}}$.

- A) $u \int v \, dx - \int \left\{ \int v \, dx \right\} \frac{du}{dx} \, dx$ B) $v \int u \, dx - \int v \frac{du}{dx} \, dx$
 C) $u v - \int \left\{ \int v \, dx \right\} \frac{du}{dx} \, dx$ D) $u \int v \, dx + \int \left\{ \int v \, dx \right\} \frac{du}{dx} \, dx$

iii) If a variable x can take both end values a and b , then this interval is called as ____.

- A) semi-open interval B) open interval
 C) closed interval D) semi-closed interval

iv) If the total cost function $C = 4 + 2x + x^2$, Then average cost at $x = 4$ is ____.

- A) 4 B) 7 C) 6 D) 5

v) If $x = at^2$, $y = 2at$ then $\frac{dy}{dx} = \underline{\hspace{2cm}}$.

- A) $\frac{1}{at^2}$ B) $\frac{1}{2at}$ C) $\frac{t}{2}$ D) $\frac{1}{t}$



vi) $\int \frac{x^2 + 2x + 3}{x} dx = \text{-----}$

A) $\frac{x^2}{2} + 2x + 3 \log x + c$

B) $x^2 + 2x + 3 \log x + c$

C) $\frac{x^2}{2} + 2 + 3x + c$

D) $\frac{1}{x} + 2x + \log x + c$

vii) If $f(x) = x^3 + x$ then $f(1) + f(2) = \text{-----}$

A) 10

B) 12

C) 9

D) 3

viii) If P is demand function, then Consumer's surplus = -----

A) $\int_0^{x_0} P dx$

B) $\int_0^{x_0} P dx + x_0 p_0$

C) $\int_0^{x_0} P dx - x_0 p_0$

D) $x_0 p_0 - \int_0^{x_0} P dx$

Q.2 Write note on (Any TWO)

(08)

(i) Even and Odd functions.

(ii) First principle of derivative.

(iii) Properties of definite integral.

Q.3 If u and v are functions of x and $y = u - v$ then prove that

$\frac{dy}{dx} = \frac{du}{dx} - \frac{dv}{dx}$. Hence find $\frac{dy}{dx}$, if $y = 5x - 3x^2$. (08)

Q.4 Define and explain quadratic function. Draw the graph of $y = 2x^2$ by taking the values of $x = -3, -2, -1, 0, 1, 2, 3$. (08)

Q.5 (a) Evaluate $\int (x^2 + 3x + 2)^3 (2x + 3) dx$. (04)

(b) Evaluate $\int_0^1 \frac{\sqrt{x}}{\sqrt{x} - \sqrt{1-x}} dx$. (04)

Q.6 Find the maximum and minimum values of the function $f(x) = 2x^3 - 9x^2 + 12x + 5$. (08)

SC-12

Total No. of Pages :2

Seat
No

B.Com. (Part I) (Semester II) (NEP - 2020)

Examination, December - 2024

Business Mathematics (Paper II)

Sub. Code : 87987



Day and Date : Monday, 02/12/2024

Total Marks :40

Time : 2.30 p.m. to 4.00 p.m.

- Instructions :
- 1) Figure to the right indicates full marks.
 - 2) Question No.1 and 2 are compulsory.
 - 3) Attempt any 3 questions from question No. 3 to 6.
 - 4) Non- Programmable calculator is allowed.

Q.1) Choose the correct alternative.

(8)

1. The range of function $f(x) = x^2 + 4, -6 \leq x \leq 6$ is.....
(a) $[-4, -40]$ (b) $[0, 40]$ (c) $[4, 40]$ (d) $[-4, 40]$
2. $\lim_{x \rightarrow 1} \frac{\sqrt{x+8}}{\sqrt{x}} = \dots\dots\dots$
(a) $\frac{1}{3}$ (b) 3 (c) 2 (d) $\frac{1}{2}$
3. If $y = \sqrt{x}$ then $\frac{dy}{dx} = \dots\dots\dots$
(a) $\frac{1}{\sqrt{x}}$ (b) $\frac{1}{4\sqrt{x}}$ (c) $\frac{1}{2\sqrt{x}}$ (d) None of these
4. If $f(x) = C$ then $f'(2) = \dots\dots\dots$
(a) 1 (b) $\frac{1}{2}$ (c) 0 (d) 2
5. $\int e^{x+2}.dx = \dots\dots\dots$
(a) e^{x+2} (b) e^{x-2} (c) $(x+2)e^{x+2}$ (d) e^x



6. If $b^2 - 4ac = 0$ then the parabola intersects the x -axis in.....

- (a) only two points (b) below the x -axis
(c) above the x -axis (d) only one point

7. If $\frac{dy}{dx} > 0$ then $y = f(x)$ is.....function.

- (a) increasing (b) decreasing
(c) maximum (d) minimum

8. The graph of the function $R = Df(D)$ is called the function.

- (a) Total revenue function (b) Total cost & function
(c) Profit function (d) Supply function.

Q.2) Write short notes on any two of them.

(8)

1. Explicit function & Implicit function
2. Linear cost functions & quadratic cost functions
3. Exponential function & logarithmic function

Q.3) a) If $f(x) = x^2 - 3x + 1$, find x such that $f(x) = f(2x+1)$.

(8)

b) If the cost function of producing x quantities of product is given by

$c(x) = 500x^2 + 2500x + 5000$ & if each unit of the product is sold at Rs. 6,000, what are the break-even points?

Q.4) a) If $f(x) = \frac{1}{3x+4}$, find $f'(2)$ from the first principles.

(8)

b) Find $\frac{dy}{dx}$ if $y = \frac{x}{\sqrt{x^2-1}}$.

Q.5) a) Find $\lim_{x \rightarrow 1} \frac{\sqrt{x+5}-\sqrt{6}}{x-1}$.

(8)

b) Find $\lim_{x \rightarrow 0} \frac{5^x - 3^x}{x}$.

Q.6) Evaluate

(8)

a) $\int \sqrt{x^2 + a^2} \cdot dx$

b) $x^3 \log \int x \cdot dx$

Seat No.	



SK-07

Total No. of Pages : 4

B. Com. (Part - I) (Semester -II) (NEP)
Examination, April-2025
FINANCIAL ACCOUNTING (Paper - II)
Sub. Code : 87978/59650/71493

Day and Date : Thursday, 24/04/2025

Total Marks : 40

Time : 10:30 a.m. to 12:00 p.m.

- Instructions :**
- 1) Questions number 1 and 2 are compulsory.
 - 2) Attempt any 3 questions from question number 3 to 6.
 - 3) Figures to the right indicate full marks.

Q1) MCQ (8 MCQ each for one mark)

[8]

- 1) Under Single Entry System, generally Cash Book and Personal Account are maintained and _____ Accounts are ignored.
A) Real and Nominal B) Real
C) Nominal D) None of these
- 2) Single Entry System is a _____ method.
A) Incomplete B) Complete
C) Scientific D) None of these
- 3) Under the principle of _____ liabilities, shareholders are not held responsible for payment of liabilities of the company.
A) Limited B) Unlimited
C) Average D) None of these
- 4) Price payable to partnership firm for purchases of its business is called purchase _____.
A) Cost B) Price
C) Invoice D) None of these

A) Credited B) Debited
C) Adjusted D) None of these

- Q2) Short Notes. (any two)**

[8]

- 1) Computerized Accounting
- 2) Single Entry System
- 3) Purchase Price

Q3) Mr. Champalal does not maintain books on double entry system. From the following prepare -

[8]

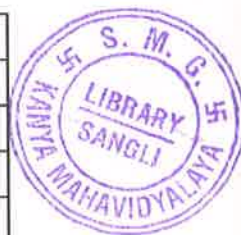
- A) Trading, Profit & Loss A/c for the year ended 31-3-2023 and
B) Balance Sheet as on 31-3-2023

Particular	Opening Balance	Closing Balance
Stock	19,800	1,13,200
Sundry Creditor	31,000	14,500
Sundry Debtor	1,18,000	1,25,000
Premises	90,000	90,000
Furniture	11,000	11,500
Air Conditioner	15,000	15,000

1) Creditor as at 31-3-2022 includes Rs 15,000 for Purchases of Air Conditioners.

2) Cash Transaction-

Cash as on 1-4-2022	15,000
Collection from customer	1,60,800
Payment to trade creditors	1,44,000
Rent, Rates & Taxes	11,500
Salaries	1,12,000
Sundry expenses	18,000
Sundry Income	16,500
Drawing by Jalaram	30,000
Loan from Mss. Jalaram	23,000
Capital Introduced	12,000
Cash Sales	11,500
Cash Purchases	15,000
Paid creditors for Air Conditioners	15,000
Credit Purchases	1,42,500
Credit Sales	1,69,000



3) Bad debts Written off Rs1,200.

Q4) M/s Patil brother is a partnership run by Bhausahab, Annasahab & Dadasahab [8]
as a equal partners. Their Balance Sheet as on 31st March 2022 is as under-

Balance Sheet as on 31-3-2022

Liabilities	Amount	Assets	Amount
Partners Capital : Bhausahab 50,000	1,80,000	Plant & Machinery	2,20,000
Annasahab 1,00,000		Debtors 1,10,000	1,00,000
Dadasahab 30,000		Less R.D.D. - 10,000	
Bank Loan	5,00,000	Furniture & Fixtures	1,20,000
Sundry Creditors	1,00,000	Stock in trade	3,10,000
Reserve Fund	18,000	Cash at bank	48,000
	7,98,000		7,98,000

They decided to convert their partnership into a joint stock company in the name of BAD Company LTD as from 1st April 2022. The terms were-

1) The assets of the firm are taken by company at the revaluation as under-
Furniture and Fixtures Rs. 2,00,000, Plant and Machinery Rs. 2,50,000
Stock in trade Rs. 3,00,000 and Debtors Rs. 90,000.

- 2) The company agreed to take over the sundry creditors at 6% discount and Bank loan at book figure.
- 3) The new company issued 1200 equity shares of Rs 100 each fully paid, Rs 66,000 in 6% Debenture and balance in cash. Shares and debentures are to be divided in the profit sharing ratio among the partners.
- Calculate purchase price and realisation account in the books of firm.

Q5) Following are the particulars relating to a Bombay Branch of Roy & Co. Delhi [8]
for the year ended 31st March 2022.

Particulars	Amount
Stock at branch on 1st April 2021	1,500
Goods Supplied to Branch	24,000
Salaries	1,200
Rent	360
Telephone Expenses	100
Petty cash (remittance)	150
Remittances received from the branch	27,500
Stock on 31 st March 2022	1,250
Petty cash balance 31 st March 2022	10
Petty Expenses	140

All the branch Expenses are paid by head office. Petty cash being supplied on impress system. Prepare Branch Account in the books of head office.

Q6) A Head office in Pune sends goods to its Branch at Sangli marked 25% above [8]
cost. From the following particulars show how the Branch Account will appear in Head office books.

Particulars	Amount
Stock on 1-4-2021 at branch	70,000
Petty Cash on 1-4-2021 at branch	1,000
Goods supplied to branch at invoice price	8,00,000
Remittances from Branch cash sales	8,00,000
Cheque sent to branch for - Salary 24,000	34,000
- Rent & Taxes 10,000	
Cheque sent for petty Cash	2,000
Goods returned to head office	20,000
Stock on 31 st March 2022	1,50,000
Petty Cash 31 st March 2022	1,750

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Total No. of Pages : 4

Seat No	

B.Com. (Part I) (Semester II)
Examination, November - 2024
Financial Accounting (Paper II)
Sub. Code : 87978



Day and Date : Wednesday, 27/11/2024

Total Marks : 40

Time : 2.30 p.m. to 4.00 p.m.

- Instructions :**
- 1) Question No.1 and 2 are compulsory.
 - 2) Attempt any 3 questions from question No. 3 to 6.
 - 3) Figures to the right indicate marks.

Q.1) MCQ (8 MCQ each for one mark)

(8)

1. Single Entry System of book-keeping is generally used by.....
 - a) Joint stock Companies
 - b) Co-operative Societies
 - c) Government Undertakings
 - d) Sole traders & partnership firm
2. Under Single Entry System two fold effect is given in respect of transaction involving cash and account.
 - a) Personal
 - b) Real
 - c) Nominal
 - d) None of these
3. Asset & liabilities of the firm transfer to A/c on conversion of partnership firm.
 - a) Realisation A/c
 - b) Revaluation A/c
 - c) Partners capital A/c
 - d) None of these
4. Purchase price = Agreed value of asset taken over less.....
 - a) Agreed value of liabilities taken over
 - b) Agreed value of Capital
 - c) Agreed value of asset taken over
 - d) None of the above



SC-07

5. If the cost price is Rs 100 & the invoice price is cost plus 20% on invoice price, the invoice price is Rs.....
- a) Rs. 120 b) Rs 100 c) Rs. 125 d) None of these
6. Loading is the between cost price & invoice price.
- a) Gross b) Difference c) Equal d) None of these
7. The computer accounting system provides..... data.
- a) Accuracy b) Reliable c) Equal d) None of these
8. Tally Solution Pvt. Ltd. is an Multinational Company.
- a) American b) Indian c) British d) None of these

Q.2) Short Notes (2 out of 3)

(8)

- 1) Double Entry System
- 2) Purchase Price
- 3) Computerized Accounting

Q.3) Mr. Jalaram does not maintain his books on double entry system.

(8)

A) From the following prepare Trading, Profit & Loss A/c & Balance Sheet as on 31-3-2023.

Particular	Opening Balance	Closing Balance
Stock	19,800	1,13,200
Sundry Creditor	31,000	14,500
Sundry Debtor	1,18,000	1,25,000
Premises	90,000	90,000
Furniture	11,000	11,500
Air Conditioner	15,000	15,000

B) Creditor as at 31-3-2022 includes Rs. 15,000 for Purchases of Air Conditioners.

C) Cash Traction --

Cash as on 1-4-2022	15,000
Collection from customer	1,60,800
Payment to trade creditors	1,44,000
Rent, Rates & Taxes	11,500



Salaries	1,12,000
Sundry expenses	18,000
Sundry Income	16,500
Drawing by Jalaram	30,000
Loan from Mss. Jalaram	23,000
Capital Introduced	12,000
Cash sales	11,500
Cash Purchases	15,000
Paid creditors for Air Conditioners	15,000
Credit Purchases	1,42,500
Credit Sales	1,69,000

D) Bad debts Written off Rs.1,200.

- Q.4)** M/s Ghatage-Patil brother is a partnership run by Bhauji, Annaji & Dadaji as equal partners. Their Balance Sheet as on 31st March 2022 is as under - (8)

Balance Sheet as on 31-3-2022

Liabilities		Amount	Assets	Amount
Partners Capital: Bhauji	50,000	1,80,000	Plant & Machinery	2,20,000
Annaji-	1,00,000		Debtors	110,000
Dadaji-	30,000		Less- R.D.D	-10,000
Bank Loan		5,00,000	Furniture & Fixtures	1,20,000
Sundry Creditors		1,00,000	Stock in trade	3,10,000
Reserve fund		18,000	Cash at bank	48,000
		7,98,000		7,98,000

They decided to convert their partnership into a joint stock company in the name of 'Good Luck Company LTD' as from 1st April 2022. The terms were -

1. The assets of the firm are taken by company at the revaluation as under- Furniture & Fixtures Rs. 2,00,000, Plant & Machinery Rs. 25,00,000 Stock in trade Rs. 3,00,000 & Debtors Rs. 90,000.
2. The company agreed to take over the sundry creditors at 6% discount and Bank loan at book figure.
3. The new company issued 1200 equity shares of Rs. 100 each fully paid, Rs 66,000 in 6% Debentures and balance in cash. Shares and debentures are to be divided in the profit sharing ratio among the partners.

Calculate purchase price and realisation account in the books of firm.



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- Q.5)** Following are the particulars relating to a Palus Branch of Roy & Co. Delhi for the year ended 31st March 2022. (8)

Particulars	Amount
Stock at branch on 1 st April 2021	1,500
Goods Supplied to Branch	24000
Salaries	1,200
Rent	360
Telephone Expenses	100
Petty cash (remittance)	150
Remittances received from the branch	27,500
Stock on 31 st March 2022	1,250
Petty cash balance 31 st March 2022	10
Petty Expenses	140

All the branch Expenses are paid by head office. Petty cash being supplied on impress system. Prepare Branch Account in the books of head office.

- Q.6)** A Head office in Pune sends goods to its Branch at Sangli marked 25% above cost. From the following particulars show how the Branch Account will appear in Head office books. (8)

Particulars	Amount
Stock on 1-4-2021 at branch	70,000
Petty Cash on 1-4-2021 at branch	1,000
Goods supplied to branch at invoice price	8,00,000
Remittances from Branch cash sales	8,00,000
Cheque sent to branch for-Salary	24,000
Rent & Taxes	10,000
	34,000
Cheque sent for petty Cash	2,000
Goods returned to head office	20,000
Stock on 31 st March 2022	1,50,000
Petty Cash 31 st March 2022	1,750

/Seat No	



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Total No. of Pages : 4

B.Com. (Part - I) Semester (II)
Examination, April- 2025
Principles of Marketing (Paper – II)
Sub. Code : 87980/ 71495 / 55879 / 59651

Day and Date : Tuesday, 08/04/2025

Total Marks :40

Time : 10.30 a.m. to 12.00 p.m.

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

Q.1) Choose the appropriate alternative from given below each statement and write it in the answer book. (8)

- 1) Marketing utilities consists of.....
 - a) Price
 - b) Place, price
 - c) Product, Place, Price and Profit
 - d) Product, Place, Price, Promotion.
- 2) Wholesaler is a person who sells the goods in a
 - a) Large quantities
 - b) Small quantities
 - c) Both option a) and b)
 - d) None of these
- 3) products purchased to satisfy personal and family needs are called.....
 - a) Industrial goods
 - b) Business products
 - c) Consumer products
 - d) Business services
- 4) Which of the following is not a promotional tool?
 - a) Advertising
 - b) Personal selling
 - c) Public Relation
 - d) Direct Marketing
- 5) can be characterized as pure service.
 - a) Teaching
 - b) Banking
 - c) Saloon
 - d) All of these

- Q.2) Give the meaning of product. Explain its features. (8)**

Explain the functions of product packaging.

- OR**

Q.4) Write short answers (Any two out of three) (8)

- Q.5 Write Short Notes. (Any two out of three) (8)**

- 2

मराठी रुपांतर



सूचना: 1) सर्व प्रश्न आवश्यक आहेत.

2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1) प्रत्येक विधानाखाली दिलेल्या पर्यायांमधून योग्य पर्याय निवडा आणि तो उत्तरपत्रिकेत

लिहा.

(8)

- 1) विपणन उपयुक्तता मध्ये..... चा समावेश होतो.

अ) किंमत	ब) स्थळ, किंमत
क) वस्तु, स्थळ, किंमत, नफा	ड) वस्तु, स्थळ, किंमत, जाहिरात
- 2) घाऊक व्यापारी ही अशी व्यक्ती आहे जी मध्ये वस्तूंची विक्री करते.

अ) मोठ्या प्रमाणात	ब) लहान प्रमाणात
क) दोन्ही अ) आणि ब)	ड) यापैकी एकही नाही
- 3) वैयक्तिक आणि कौटुंबिक गरजा भागविण्यासाठी खरेदी केलेल्या उत्पादनांना..... म्हणतात.

अ) औद्योगिक वस्तु	ब) व्यवसाय उत्पादने
क) उपभोग्य वस्तु	ड) व्यवसाय सेवा
- 4) खालीलपैकी कोणते विक्रयवृद्धीचे साधन नाही?

अ) जाहिरात	ब) वैयक्तिक विक्री
क) जनसंपर्क	ड) थेट विपणन
- 5) शुद्ध सेवा म्हणून दर्शविली जाऊ शकते.

अ) अध्यापन	ब) बँकिंग
क) सलून	ड) वरील पैकी सर्व
- 6) म्हणजे दिलेल्या कालावधीत किंमतीत सरळ कपात होय.

अ) सवलत	ब) भत्ता
क) विक्री	ड) वरील पैकी सर्व



7) म्हणजे ग्राहकांचे लक्ष वेधून घेणे, संपादन करणे, उपाभोग करणे जेणे करून ग्राहकाच्या गरजेची पूर्तता करता येईल.

अ) कल्पना

ब) मागणी

क) वस्तू

ड) सेवा

8) Spare part हे..... चे उदाहरण आहे.

अ) व्यवसाय उत्पादने

ब) व्यवसाय वस्तू

क) ग्राहक वस्तू

ड) सोयीस्कर उत्पादन

प्र. 2) वस्तू म्हणजे काय? वस्तूचे वैशिष्ट्ये स्पष्ट करा.

(8)

किंवा

वस्तू आवेष्टनाची कार्ये स्पष्ट करा.

प्र. 3) किंमत निर्धारणाची धोरणे व व्युह रचना सांगा.

(8)

किंवा

विपणन प्रक्रियेत किमान निर्धारणाचे महत्त्व स्पष्ट करा.

प्र. 4) थोडक्यात उत्तरे लिहा. (तीन पैकी दोन)

(8)

1) विक्रय वृद्धीची साधने स्पष्ट करा.

2) जनसंपर्क म्हणजे काय? जनसंपर्काची वैशिष्ट्ये स्पष्ट करा.

3) विक्री वृद्धीची वैशिष्ट्ये स्पष्ट करा.

प्र.5) टीपा लिहा. (तीनपैकी कोणतेही दोन)

(8)

1) सुपर मार्केट

2) किरकोळ व्यापार

3) किरकोळ व्यापाराची वैशिष्ट्ये



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Total No. of Pages : 4

Seat No.	

B.Com. (Part - I) (Semester - II) (NEP 2020)

Examination, November - 2024

PRINCIPLES OF MARKETING

(Paper - II)

Sub. Code : 87980 / 71495

Day and Date : Saturday, 30-11-2024

Total Marks : 40

Time : 02.30 p.m. to 04.00 p.m.

Instruction : 1) All questions are compulsory.

2) Figures to the right indicate full marks.

Q.1) Choose the correct alternative and rewrite the sentence.

8

- i) Selling the same product at different prices is known as
- a) dual pricing b) geographic pricing
c) monopoly pricing d) none of these
- ii) The typical method of retail operation used by supermarkets is called
- a) self service retailing b) limited service retailing
c) full service retailing d) service merchandiser
- iii) The exchange value of goods and services in terms of money is
- a) product b) price
c) buying d) selling
- iv) Which is the form of the element of promotion mix among?
- a) Personal selling b) Advertising
c) Sales promotion d) All of these
- v) What are product mix dimensions?
- a) Product service b) Product shape
c) Product colour d) All of these



vi) is not the nature and characteristic of a service.

a) Intangibility	b) Inseparability
c) Durability	d) Variability

vii) The most basic level of a product is called the

a) Core product	b) Central product
c) Fundamental product	d) Augmented product

viii) Anything that can be offered to a market for attention, acquisition, use or consumption that might satisfy a want or need is called

a) Idea	b) Demand
c) Product	d) Service

Q.2) Give the meaning of product. Explain classification of product.

8

OR

Explain the role of product packaging.

Q.3) Explain the pricing policies and strategies.

8

OR

Explain the internal factors affecting pricing.

Q.4) Write short answers : (Any two)

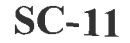
8

- i) Explain the concept of retailing.
- ii) Give the meaning of promotion.
- iii) Explain the features of advertising.

Q.5) Write short notes on : (Any two)

8

- i) Chain stores
- ii) Direct marketing
- iii) Concept of wholesaling



२. उजवीकडील अंक प्रश्नाचे गुण दर्शवितात.

प्र.क्र.१. योग्य पर्याय निवडा आणि वाक्य पुन्हा लिहा.

8

- i) एकाच उत्पादनाची वेगवेगळ्या किंमतीवर विक्री करणे म्हणजे होय.
अ) दुहेरी किंमत ब) भौगोलिक किंमत
क) मक्तेदारी किंमत ड) यापैकी एकही नाही
- ii) सुपर मार्केटमध्ये वापरल्या जाणाऱ्या किरकोळ व्यापाराच्या विशिष्ट पद्धतीला असे म्हणतात
अ) स्वयंसेवा किरकोळ विक्री ब) मर्यादित सेवा किरकोळ विक्री
क) पूर्ण सेवा किरकोळ विक्री ड) सेवा व्यापारी
- iii) वस्तु व सेवांचे पैशांच्या स्वरूपातील विनिमय मूल्य म्हणजे होय.
अ) वस्तु ब) किंमत
क) खरेदी ड) विक्री
- iv) खालीलपैकी कोणता विक्री वृद्धीचा घटक आहे?
अ) वैयक्तिक विक्री ब) जाहिरात
क) विक्री प्रसिद्धी ड) दिलेले सर्व पर्याय
- v) वस्तू मिश्रणाचे घटक कोणते आहेत?
अ) वस्तू सेवा ब) वस्तूचा आकार
क) वस्तूचा रंग ड) दिलेले सर्व पर्याय
- vi) हे सेवेचे स्वरूप व वैशिष्ट्य नाही.
अ) अदृश्यता ब) अविभाज्यता
क) टिकाऊपणा ड) बदलणारे
- vii) वस्तूच्या सर्वांत मूलभूत पातळीस म्हणतात.
अ) मुख्य उत्पादन ब) केंद्रीय उत्पादन
क) मूलभूत उत्पादन ड) संवर्धित उत्पादन

viii) लक्ष वेधून घेणे, संपादन करणे, वापर करणे जेणेकरून ग्राहकाच्या गरजेची पूर्तता करता येईल, यास म्हणतात.

अ) कल्पना

ब) मागणी

क) वस्तू

ड) सेवा



प्र.क्र.२.वस्तू म्हणजे काय? वस्तूचे वर्गीकरण विशद करा.

8

किंवा

वस्तू आवेष्टणाची भूमिका स्पष्ट करा.

प्र.क्र.३.किंमत निर्धारणाची धोरणे व व्यूहरचना सांगा.

8

किंवा

वस्तुच्या किमतीवर परिणाम करणारे अंतर्गत घटक स्पष्ट करा.

प्र.क्र.४.थोडक्यात उत्तरे लिहा. (कोणतीही दोन)

8

अ) किरकोळ व्यापाराची संकल्पना स्पष्ट करा.

ब) विक्रय वृद्धीचा अर्थ सांगा.

क) जाहिरातीची वैशिष्ट्ये स्पष्ट करा.

प्र.क्र.५.टिपा लिहा. (कोणत्याही दोन)

8

अ) साखळी दुकाने

ब) थेट विपणन

क) घाऊक व्यापाराची संकल्पना

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Tax Procedure & Practice III (Indian Income Tax System and
Income Tax Law)****Sub. Code: 55876/60253/72881/89703****Day and Date: APRIL ,28-04-2025****Time: 10:30 AM To 12:00 PM****Instructions: 1. Figures to the right indicate full marks****Special Inst.: 1) Question No. 1&2 are compulsory****2) Attempt any 3 questions from question no.3 to 6****Total Marks: 40****Q1) Multiple Choice Questions (Each for 1 mark)****[8]**

- i. Salary received by a partner from the firm in which he is a partner is taxable under the head_____
 - A. Income from salary
 - B. Capital gains
 - C. Profits & gains of business or profession
 - D. Income from other sources
- ii. Deduction under section 80D is allowed to_____
 - A. Individual
 - B. Individual or HUF
 - C. None of these
 - D. All Assessee
- iii. . If the asset is owned by the business and used for business purpose during the relevant previous year, depreciation can be charged on _____ basis as per the provisions of Income tax.
 - A. Written down value method
 - B. Any method desired by the Assessee
 - C. Straight line method
 - D. None of these
- iv. Short Term Capital Loss can be set off in the same assessment year from_____
 - A. Short term capital gain
 - B. Long term capital gain
 - C. Both (a) & (b)
 - D. Not possible
- v. Loss from the business of owning & maintaining race horses can be carried forward for a period of _____



- A. 8 assessment year
- B. 4 assessment year
- C. Indefinite period
- D. none of these

- vi. As per Section 64(1A) income of a minor shall be clubbed in the income of _____
- A. Father
 - B. Mother
 - C. A parent whose income before this clubbing is greater
 - D. Father or Mother at the option of minor child
- vii. Clubbing provision are applicable for _____
- A. HUF
 - B. Firms
 - C. Individual
 - D. None of these
- viii. Income from gambling activities is taxable at the rate of _____
- A. 10 %
 - B. 30 %
 - C. 20 %
 - D. 40%

Q2) Write short notes (Any two out of three)

[8]

- a. Relief of Income Tax u/s 89
- b. Set off & carry forward of losses
- c. Income from other source

Q3) Explain the deductions under chapter VI for computing of total income.

[8]

OR

Mr. Bhima Sawant provides the following particulars of his income, compute his income from other source for A.Y.2024-25.

1.Dividend from Foreign Company	10,300/-
2. Income from Furniture given on rent	8,000/-
3. Interest from Debentures	10,800/-
4. Winning from horse race	62,000/-
5.Ground rent	40,000/-
6.Interest on Fixed Deposits	8,500/-
7.Winning from lotteries	45,000/-

He also paid Rs.800/- for interest on loan taken for purchasing the debentures & Rs.1,400/- for collecting dividend.

- Q4)** From the following Profit & Loss Account of Mr. Kishor Shaha. Compute his business income for the A.Y. 2024-25. [8]

Particulars	Rs.	Particulars
Rs.		
To Shop rent paid	1,40,000/-	By Gross Profit
9,35,000/-		
To Depreciation	32,000/-	By Interest on securities
10,000/-		
To Motor car purchased	1,80,000/-	By Agricultural income
12,000/-		
To Motor car expenses	5,000/-	By Interest on fixed deposits
28,000/-		
To Municipal tax	19,000/-	
To Salaries	1,20,000/-	
To Life insurance premium paid	28,000/-	
To Repairs charges	14,000/-	
To General expenses	18,000/-	
To Advertisement	8,000/-	
To Net Profit	4,21,000/-	
Total	9,85,000/-	Total
9,85,000/-		

Additional information:-

1. 1/2 of the repairs charges related to house property.
2. Municipal tax paid related to house property.
3. Depreciation as per IT rules Rs. 30,000/-
4. Half of the Motor car expenses related to private purpose.

- Q5)** From the following information, Compute total income of Shri. Santa Shinde for the A.Y. 2024-25. [8]

1. Income from salary after standard deduction Rs. 3,85,000/-
2. Income from House property Rs. 60,000/-
3. Income from other source Rs. 1,30,000/-

He contributed to P.P.F. Rs. 60,000/-, he paid insurance premium on his life policy Rs. 20,000/- on the policy for Rs. 2,85,000/-. His contribution to Recognized Provident Fund Rs. 18,000/-.

- Q6)** Mr. Rupesh Patil, aged 35 years submits the following particulars pertaining to the A.Y. 2024-25. Compute the total income of Mr. Rupesh Patil for the A.Y. 2024-25, applying the provisions of set off & carry forward loss. [8]

1. Income from salary (computed) – Rs. 60,000/-
2. Long term capital gain – Rs. 54,000/-
3. Short term capital loss – Rs. 20,000/-
4. Loss from furniture business – Rs. 25,000/-
5. Income from House property- Rs. 24,000/-

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (7801) Bachelor of Comm. (CBCS) (72881) Indian Income Tax System and Income Tax Law III Part 1 SEM 2
- 2] (778) B.Com.(Sem) (55876) Tax Procedure & Practice Paper-III Part 1 SEM 2
- 3] (7822) Bachelor of Commerce ((89703) Tax Procedure & Practice III (Indian Income Tax System and Income Tax Law) Part 1 SEM 2
NEP20)
- 4] (778) B.Com.(Sem) (60253) Tax Procedure & Practice Paper III Part 1 SEM 2



Seat No. _____



QP-1404

Total No. of Pages : 4

OCT_NOV_2024 WINTER EXAMINATION

Bachelor of Commerce (NEP 2.0)

**Sub. Name: Tax Procedure & Practice III (Indian Income Tax System and
Income Tax Law) B.com. I Sem. II**

Sub. Code: 55876/60253/72881/89703

Day and Date: NOVEMBER ,30-11-2024

Total Marks: 40

Time: 02.30 PM To 04:00 PM

Instructions: 1. Figures to the right indicate full marks

Special Inst.: 1. Question no. 1 & 2 are compulsory

2. Attempt any 3 questions from question no. 3 to 6

Q1) Solve following MCQ. (each for 1 mark)

[8]

- i. Unabsorbed depreciation which could not be set off in the same assessment year can be carried forward for ____
 - A. 8 years
 - B. Indefinite period of time
 - C. 4 years
 - D. 12 years
- ii. Short Term Capital Loss can be set off in the same assessment year from ____
 - A. Short term capital gain
 - B. Long term capital gain
 - C. Both (a) & (b)
 - D. Not possible
- iii. Additional depreciation is allowed at half the rate, if the asset is used in the initial year for ____
 - A. 195 days
 - B. 199 days
 - C. 360 days
 - D. Less than 180 days
- iv. If the asset is owned by the business and used for business purpose during the relevant previous year, depreciation can be charged on ____ basis as per the provisions of Income tax.
 - A. Written down value method
 - B. Any method desired by the Assessee
 - C. Straight line method
 - D. None of these
- v. Speculation Loss can be carried forward for ____



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- A. 8 years
- B. 10 years
- C. 5 years
- D. 4 years

vi. Deduction under section 80D is allowed to _____

- A. Individual
- B. Individual or HUF
- C. All Assessee
- D. None of these

vii. Maximum deduction under section 80C is _____

- A. Rs.1,50,000/-
- B. Rs.1,00,000/-
- C. Rs.70,000/-
- D. Rs.2,00,000/-

viii. As per Section 64(1A) income of a minor shall be clubbed in the income of _____

- A. Father
- B. Mother
- C. A parent whose income before this clubbing is greater
- D. Father or Mother at the option of minor child

Q2) Write short note (Any two)

[8]

- a.**
- 1) Set off & carry forward of losses
 - 2) Income from other source
 - 3) Deduction u/s 80C

Q3) Mr. Ramappa, an assessee provides the following particulars of his income for P.Y.2023-24. Compute his Total income for A.Y.2024-25.

[8]

Particulars	Amount (Rs.)
1. Income from House Property	90,000/-
2. Income from Salary	1,48,000/-
3. Income from Profession	2,08,000/-
4. Income from interest on Government securities	15,000/-
5. Contribution to LIC	35,000/-
6. Donation to National Defence Fund	8,000/-
7. Contribution to Provident Fund	20,000/-

Q4) Mr. Gopi, aged 36 years submits the following particulars pertaining to the A.Y.2024-25.

[8]

Particulars	Amount (Rs.)
Income from Salary (computed)	6,00,000
Loss from let-out property	(-)1,60,000
Business loss	(-)80,000
Income from other source	90,000



Compute the total income of Mr. Gopi for the A.Y. 2024-25, applying the provisions of set off & carry forward loss.

- Q5)** From the following Profit & Loss Account of Mr. Chetan. Compute his business income for the A.Y. 2024-25. [8]

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
To salaries	1,60,000	By Gross profit	5,85,000
To Interest on capital	20,000	By Interest on Securities	25,000
To Shop rent paid	90,000	By Interest on Fixed Deposits	8,000
To Life insurance premium paid	25,000	By Agricultural income	12,000
To Municipal tax	4,000		
To Depreciation	12,000		
To Motor car purchased	1,40,000		
To Motor car expenses	6,000		
To Donation	7,000		
To Repairs charges	13,000		
To Net Profit	1,53,000		
Total	<u>6,30,000</u>	Total	<u>6,30,000</u>

Additional information:-

1. Half of the repairs charges related to house property.
2. Municipal tax paid related to house property.
3. Depreciation as per IT rules Rs. 10,000/-
4. Half of the Motor car expenses related to private purpose.

- Q6)** Miss Sumati provides the following particulars of her income, compute her income from other source for A.Y. 2024-25. [8]

Particulars	Amount (Rs.)
1. Interest on Government securities	15,000/-
2. Interest on Fixed Deposits	20,000/-
3. Ground rent	25,000/-
4. Winning from horse race	16,800/-
5. Winning from lotteries	30,000/-
6. Dividend from Foreign Company	12,000/-
7. Interest from Debentures	6,200/-

8. Income from Machinery given on rent 3,000/-

She also paid Rs.1,000/- for interest on loan taken for purchasing the debentures & Rs.800/- for collecting dividend.

* * *



Seat No.

B.com-I sem-II

MAR-APR 2025 SUMMER EXAMINATION**11809 Bachelor of Commerce (NEP 2.0)****Sub. Name: Tax Procedure & Practice IV****Sub. Code: 55884/60254/72882/89704****Day and Date: APRIL ,29-04-2025****Time: 10:30 AM To 12:00 PM****Instructions:** 1. Figures to the right indicate full marks
2. Use of Scientific calculator is allowed**Special Inst.:** 1. Question No. 1 & 2 are compulsory
2. Attempt any 3 questions from question no. 3 to 6**Total Marks: 40****Q1)** Solve following MCQ.**[8]**

- i. Basic exemption of salary to levy profession tax for male employee is –
 - A. Rs. 7,500/-
 - B. Rs. 10,000/-
 - C. Rs. 12,000/-
 - D. Rs. 8,000/-
- ii. "PTEC" under Profession Tax relates to –
 - A. Profession tax Enrollment Certificate
 - B. Profession Tax Entitlement Certificate
 - C. Profession tax Entry Certificate
 - D. Profession tax Employment Certificate
- iii. Where the location of the supplier and the place of supply are in two different states –
 - A. IGST is applicable
 - B. CGST is applicable
 - C. SGST plus CGST is applicable
 - D. CGST plus IGST is applicable
- iv. A GST unregistered person –
 - A. is allowed to collect GST
 - B. is not allowed to collect GST
 - C. is allowed to collect composite tax
 - D. is allowed to collect reverse tax
- v. Under GST, a registration certificate shall be issued by the proper officer in form
 - A. GST REG-02
 - B. GST REG-03
 - C. GST REG-04

D. GST REG-06



- vi. Which of the following, requires amendment in the GST registration certificate?
- Change of name of the registered person
 - Change in constitution of the registered person
 - Switching over from composition scheme to normal scheme or vice versa
 - All of the above
- vii. Liability to pay profession tax of an employed person is of –
- Employer
 - Employee
 - State Government
 - None of the above
- viii. Where a person covered by more than one entry of the Schedule of Profession Tax, following rate is applicable to that person –
- The lowest rate
 - The actual rate
 - The highest rate
 - The average Rate

Q2) Write short note on any 2 out 4 of following

[8]

- Compulsory registration under GST
- Entry no. 1 of Profession tax Schedule.
- Import of Goods
- 'Employer' under profession Tax

Q3) Determine the profession tax liability in following cases –

[8]

- M/S. Raj Enterprises is registered under MVAT. His annual turnover for last year is Rs. 7,85,000/-.
- Solapur Grahak Sahakari Bhandar Ltd., a primary consumer Co-operative society.
- Mr, Sawant, owner of two, 3 wheeler goods carriage vehicle.
- Mr. Dhananjay, member of association recognized under the forward contract (Regulation) Act, 1952 whose total income exceeds Rs. 5,00,000/-.
- Mr. Raju, estate agent and building contractor whose total income is Rs. 1,75,000/- for last year

- Q4)** Compute the profession tax liability in following case. Dr. Manohar Kadam has [8]
following employees (For the period April ,2023 to March ,2024)

<u>Name</u>	<u>Monthly Salary</u>
Mr. Amit Chavan	Rs. 28,000/-
Mr. Prashant Pawar	Rs. 25,000/-
Mr. Sanjay Jadhav	Rs. 38,000/-
Sou. Meenakshi Kore	Rs. 21,000/-
Mr. Vijay Pawar	Rs. 6,500/-
Sou. Pradnya Desai	Rs. 33,200/-



- Q5)** Compute the annual profession tax liability in following case. M/S. Auto India [8]
Company has following employees.

<u>Name</u>	<u>Monthly Salary</u>
Mrs. Nitu	Rs. 1,500/-
Miss. Bhakti	Rs. 3,500/-
Mr. Saiprakash	Rs. 10,500/-
Mrs. Vinita	Rs. 25,000/-
Mr. Kundan	Rs. 50,000/-

- Q6)** Determine the profession tax liability in following cases [8]

- 1) Mr. Mohite is registered under Bombay Shops & Establishment Act, 1948. His annual turnover of last year is Rs. 8,75,000/-
- 2) Individuals or institutions conducting Chit Fund.
- 3) Mr. Bhosale, owner of one taxi passenger car.
- 4) Mr. Mishra, working as an assistant product manager in film industry.
- 5) Mr. Mihir Kadam engaged as estate agent for last 10 years.

End Of Question Paper

Important Note for Chief Exam Officer / SRPD Coordinator / Sr Supervisor/ Student -

This Question Paper may be distributed for following Subjects as common code.

सदरची प्रश्नपत्रिका खालील विषयांकरिता वितरित करता येईल.

- 1] (7801) Bachelor of Comm. (CBCS) (72882) GST P IV Part 1 SEM 2
- 2] (7822) Bachelor of Commerce (NEP20) (89704) Tax Procedure & Practice IV Part 1 SEM 2
- 3] (778) B.Com.(Sem) (55884) Tax Procedure & Practice Paper-IV Part 1 SEM 2
- 4] (778) B.Com.(Sem) (60254) Tax Procedure & Practice Paper IV Part 1 SEM 2

**QP-1621****Total No. of Pages : 2**Seat No. **OCT_NOV_2024 WINTER EXAMINATION****Bachelor of Commerce (NEP 2.0)****Sub. Name: GST P IV****B.Com. I Sem. II****Sub. Code: 55884/60254/72882/89704****Day and Date: DECEMBER ,02-12-2024****Total Marks: 50****Time: 02.30 PM To 04:00 PM****Instructions: 1. Figures to the right indicate full marks****Special Inst.: Attempt any 5 questions out of 7****Q1) Write short note on any 2 out of following [10]**

- a. a) Penalty in non payment of tax under Profession Tax Act, 1975
b) Explain Schedule 1 entry no.10 under The Maharashtra Profession Tax Act, 1975
c) Compulsory registration under GST
d) Export of Services

Q2) When to get registration under GST? Explain the procedure of Registration [10]**Q3) Define employee, employer, perquisite under Profession Tax Act, 1975 [10]****Q4) Explain the meaning of profession tax. Explain the penalties & interest applicable. [10]****Q5) Compute the profession tax liability in following case. Dr. Manohar Kadam has [10]
following employees (For the period Oct.23 to March 24)**

<u>Name</u>	<u>Monthly Salary</u>
Mr. Mohit Chavan	Rs. 28,000/-
Mr. Sushant Pawar	Rs. 25,000/-
Mr. Sandesh Jadhav	Rs. 38,000/-
Sou. Meenakshi Kale	Rs. 21,000/-
Mr. Vijay Patil	Rs. 6,500/-
Sou. Rucha Desai	Rs. 33,200/-

**Q6) Compute the profession tax liability in following case. Dr. Sudeep Bhosale has [10]
following employees (For the period Oct.23 to Mar.24)**

<u>Name</u>	<u>Monthly Salary</u>
Mr. Umesh Gore	Rs. 25,000/-
Mr. Mahesh Gurav	Rs. 24,000/-
Mr. Raju Patil	Rs. 12,000/-
Sou. Deepali Chougule	Rs. 16,500/-
Mr. Rupesh Patel	Rs. 8,600/-
Sou. Kshitija Khot	Rs. 13,200/-



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Q7) Determine the profession tax liability in following cases - **[10]**

- 1) M/S. Raj Enterprises is registered under MVAT. His annual turnover for last year is Rs. 7,85,000/-
- 2) Solapur Grahak Sahakari Bhandar Ltd., a primary Consumer Co-operative Society.
- 3) Mr, Sawant, owner of two, 3 wheeler goods carriage vehicle.
- 4) Mr. Dhananjay, member of association recognized under the forward contract (Regulation) Act, 1952 whose total income exceeds Rs. 5,00,000/-.
- 5) Mr. Raju, estate agent and building contractor whose total income is Rs. 1,75,000/- for last year.

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