



**B.Com – I<sup>st</sup> Year**

**SEM – II**

**Previous Year**

**Question Papers**

**Academic Year:**

**(2018-19)**

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





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- Q2) A)** Answer the following questions in 3 to 4 sentences each. (Any Four) [8]
- What did Abdul and his friend do at the lagoon of the Padma?
  - What was there in Madame Forestier's large box?
  - How does the poet celebrate his black body?
  - Why the woman in the story 'War' is upset?
  - Why the poet is rejoiced?
  - How does Shakespeare compare the true love with other images?
- B)** Write short notes on the following in about 7 to 8 sentences each. (Any Three) [9]
- Madam Loisel
  - Abdul Latif's childhood
  - Patriotic feeling of the passengers
  - Marriage of True Minds
  - The suffering of the black man
- Q3) A)** Write a circular letter announcing retirement of the Founder Partner Mr. D.P.Gijavanekar who is the old partner of Messrs. Sai Transport and Company. Nipani. Imagine the other details. [5]
- B)** Write a letter of congratulation to Mr. Sanjay Nalawade who was a Production Manager and has been promoted to the Post of Managing Director of AS Enterprises Pvt., Co. Thane. Imagine the other details. [5]
- Q4) A)** Write a telephonic conversation between Kisan and Babasaheb. Use the following points: booking a hotel room, type of room, rate, facilities, duration of stay etc. [8]
- B)** Write an advertisement copy for the Washing Machine and describe its features with the use of various adjectives. [7]





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**B.Com. (Part - I) (Semester - II) (CBCS) Examination, April - 2019,**

**Micro Economics (Paper - II) (CC - A2) (New)**

**Sub. Code : 71491**

**Day and Date : Tuesday, 02 - 04 - 2019**

**Total Marks : 50**

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

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

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

- a) State equilibrium of industry in short run under perfect competition.
- b) State money wage and real wage.
- c) Explain the concept of price discrimination.

**Q2) State the equilibrium of firm in short run under perfect competition. [10]**

**Q3) State the price determination in Monopoly market. [10]**

**Q4) Discuss the modern theory of rent. [10]**

**Q5) State the characteristics of oligopoly market. [10]**

**Q6) Explain liquidity preference theory of interest. [10]**

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

- a) Characteristics of monopolistic market.
- b) Measurement of monopoly power.
- c) Gross profit and Net profit

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मराठी रूपांतर

सूचना :

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

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

[10]

- अ) पूर्णस्पर्धेच्या बाजारात उद्योगाचा अल्पकालिन समतोल विशद करा.
- ब) पैशातील वेतन आणि वास्तव वेतन स्पष्ट करा.
- क) मूल्यभेदाची संकल्पना स्पष्ट करा.

प्र.2) पूर्णस्पर्धेच्या बाजारात उद्योगसंस्थेच्या अल्पकालिन समतोल विशद करा.

[10]

प्र.3) मक्तेदारीच्या बाजारातील किंमतनिश्चिती विशद करा.

[10]

प्र.4) खंडाच्या आधुनिक सिद्धाताची चर्चा करा.

[10]

प्र.5) अल्पाधिराच्या बाजारपेठेची वैशिष्ट्ये विशद करा.

[10]

प्र.6) व्याजाचा रोकडप्राधान्यप्रवृत्ती सिद्धांत स्पष्ट करा.

[10]

प्र.7) टीपा लिहा (कोणत्याही दोन)

[10]

- अ) मक्तेदारीयुक्त स्पर्धेच्या बाजारपेठेची वैशिष्ट्ये
- ब) मक्तेदारीशक्तीचे मापन
- क) स्थूल नफा आणि निव्वळ नफा





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**B.Com. (Part - I) (Semester - II) (CBCS) Examination, April - 2019  
MANAGEMENT PRINCIPLES & APPLICATION (Paper - II) (New)**

**Sub. Code : 71492**

[10] **Day and Date : Wednesday, 03 - 04 - 2019** **Total Marks : 50**

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

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

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

- [10] a) State in brief characteristics of Extrinsic Motivation.
- [10] b) State the merits of democratic leadership style.
- [10] c) State any two traditional techniques of control.

**Q2) Explain william ouchis theory z. [10]**

[10] **Q3) Define leadership. Explain House's Path Goal theory. [10]**

[10] **Q4) What is Co-ordination? Explain techniques of establishing co-ordination. [10]**

[10] **Q5) Define Corporate social Responsibility. Explain importance of corporate social Responsibility. [10]**

[10] **Q6) Explain how to overcome resistance to change. [10]**

**Q7) Write short notes. (any two) [10]**

- a) Social Issues in Management.
- b) Any five principles of Effective Control.
- c) Leadership style of Mahatma Gandhi.

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

- प्र.1) थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]
- अ) बहिःस्थ कार्यप्रेरणेची वैशिष्ट्ये थोडक्यात सांगा.
  - ब) लोकशाही नेतृत्व शैलीचे गुण सांगा.
  - क) नियंत्रणाची कोणतीही दोन पारंपारिक तंत्रे सांगा.
- प्र.2) विल्यम औची यांचा 'झेड' सिद्धांत स्पष्ट करा. [10]
- प्र.3) नेतृत्वाची व्याख्या द्या. हाऊस यांचा पथ - ध्येय सिद्धांत स्पष्ट करा. [10]
- प्र.4) समन्वय म्हणजे काय? समन्वय स्थापित करण्याची तंत्रे स्पष्ट करा. [10]
- प्र.5) व्यवसायाची सामाजिक जबाबदारी व्याख्या द्या. व्यवसायाच्या सामाजिक जबाबदारीचे महत्त्व स्पष्ट करा. [10]
- प्र.6) बदलास होणाऱ्या विरोधाच्या निराकरणाचे मार्ग स्पष्ट करा. [10]
- प्र.7) टीपा लिहा (कोणत्याही दोन) [10]
- अ) व्यवस्थापनातील सामाजिक समस्या
  - ब) परिणामकारक नियंत्रणाची तत्त्वे - कोणतेही पाच.
  - क) महात्मा गांधी यांची नेतृत्व शैली.





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**B.Com. (Part - I) (Semester - II) (CBCS) Examination, April - 2019**

**FINANCIAL ACCOUNTING - II (Paper - II) (CC-A6)**

**Sub. Code : 71493**

**Day and Date : Thursday, 04 - 04 - 2019**

**Total Marks : 50**

[10]

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

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

**Q1)** Shri Jay who maintains his books of accounts on single entry system, supplies you the following information.

Particulars	1/04/2016 (Rs.)	31/03/2017 (Rs.)
Sundry Creditors	26,000	28,000
Stock	50,000	72,000
Machinery	80,000	80,000
Furniture	24,000	24,000
Sundry Debtors	54,000	64,000

[10]

[10]

[10]

Summary of cash transaction for the year ending 31/3/2017

Particulars	Rs.	Particulars	Rs.
To Balance b/d	12,000	By Payment to Creditors	1,62,000
To Sales	68,000	By Rent	4,000
To Receipts from Debtors	2,50,000	By Salaries	9,000
		By Wages	28,000
		By Trade Expenses	16,000
		By Purchases	12,000
		By Drawings	30,000
		By Balance c/d	69,000
	3,30,000		3,30,000

[10]

[10]

[10]

Provide for depreciation at 5% on furniture and on machinery 10%. Make provision for doubtful debts at 5% on debtors.

**P.T.O.**



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- Prepare : a) Trading and profit and loss A/c for the year ending 31/03/2017. [10]  
b) Balance sheet as on 31/03/2017 [10]

Q2) Attempt any two out of a, b & c.

- a) A head office in Satara supplied goods to its branch at Kolhapur at 20% profits on sales. Branch remits all cash daily to H.O. and all expenses are paid by H.O. except petty expenses. Charge depreciation on furniture 10%.

Prepare Branch Account in the books of Head Office.

[10]

Particulars	Rs.
Stock on 01/04/2017	15,000
Sundry Debtors on 01/04/2017	9,000
Cash in Hand on 01/04/2017	800
Office furniture on 01/04/2017	8,000
Goods sent to branch at invoice price	90,000
Goods returned to H.O. (Invoice Price)	2,000
Cash received from debtors	32,000
Goods returned by Debtors	1,000
Cash sales	52,000
Credit sales	30,000
Discount allowed to Debtors	600
Expenses paid by H.O.	
Rent	1,500
Salary	3,000
Printing	600
The Petty expenses paid by Branch Manager	400
Stock on 31/03/2018 at Invoice Price	18,000

- b) Devendra Com.Ltd was to purchase the business of Shri Vijay and Sanjay who were the partners sharing profits and losses as 2:1 respectively. The Balance Sheet of the firm as on 31/03/2017 was as follows-



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03/2017.

**Balance Sheet**

Liabilities	Rs.	Assets	Rs.
Capital A/c	1,10,000	Goodwill	10,000
Vijay 65,000		Land and Building	45,000
Sanjay 45,000		Machinery	25,000
Loan A/c	6,000	Stock	20,000
Bill Payable	7,500	Debtors	22,000
Creditors	16,000	Bills Receivables	8,500
		Investment	6,500
		Cash at Bank	2,500
<b>Total</b>	<b>1,39,500</b>	<b>Total</b>	<b>1,39,500</b>

The company took over all assets at book value except land and building and stock which were taken over at Rs.50,000 and 15,000 respectively. The investment was sold by the firm for Rs.6,000. The firm also discharged the loan account. The company took over remaining liabilities. The value of goodwill was fixed at Rs. 25,000. The purchase consideration was paid by the company in the form of 10,000 equity shares of Rs.10 each and balance in cash. Realisation expenses amounted to Rs.1,000. Prepare Realisation Account.

[10]

- c) M/s Smita Traders has a branch at Mumbai. The Goods are invoiced to the branch at cost plus 50%. Following information is provided to you for the year ending 31/03/2018.

Particulars	Rs.
Stock on 01/04/2017 (At Invoice Price)	24,000
Debtors on 01/04/2017	12,000
Goods sent to branch (At Invoice Price)	1,20,000
Cash Sales	42,800
Credit Sales	68,000
Cash received from Debtors	58,400
Discount allowed to Debtors	12,00
Bad Debts	400
Goods Returned by Debtors	4,600
Goods Returned by Branch to Head office (At Invoice Price)	6,000
Cheque sent to branch for : Salary	8,000
Rent	4,000
Sundry Expenses	1,200
1,200	13,200
Stock on 31/03/2018 (At Invoice Price)	30,000



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The difference in stock represents Shortage.

Prepare Branch Stock A/c, Branch Debtors A/c and Branch Adjustment A/c. [10]

Q3) Write short Notes (Any two) [10]

- a) Advantages of Computerized Accounting.
- b) Types of Vouchers in Tally.
- c) Purchase Consideration.
- d) Features of Tally.





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ment A/c.  
[10]

[10]

**B.Com. (Part - I) (Semester - II) (CBCS) Examination,  
April - 2019  
PRINCIPLES OF MARKETING (Paper - II) (GEC - A2) (New)  
Sub. Code : 71495**

Day and Date : Monday, 08 - 04 - 2019

Total Marks : 50

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

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

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

- What is packaging?
- What are the characteristics of services marketing?
- What is retail cooperatives?

Q2) Explain the objects of new product development.

Q3) What is pricing? Explain the significance of pricing.

Q4) Explain the factors affecting promotion mix decisions.

Q5) Explain the importance of channels of distribution.

Q6) Describe the different types of retailing.

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Q7) Write short notes (any two) :

- Branding
- Advertising
- Chain stores

मराठी रूपांतर

- सूचना :
- सात प्रश्नां पैकी कोणतेही पाच सोडवा.
  - सर्व प्रश्नांना समान गुण आहेत.

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

- आवेष्टन म्हणजे काय?
- सेवा विपणनाची वैशिष्ट्ये कोणती?
- किरकोळ व्यापार करणाऱ्या सहकारी संस्था म्हणजे काय?

प्र.2) नववस्तू विकासाचे उद्देश स्पष्ट करा.

प्र.3) किंमत निर्धारण म्हणजे काय? किंमत निर्धारणाचे महत्व स्पष्ट करा.

प्र.4) वृद्धी मिश्रण निर्णयावर परिणाम करणारे घटक स्पष्ट करा.

प्र.5) वितरणमार्गाचे महत्व स्पष्ट करा.

प्र.6) किरकोळ व्यापाराचे प्रकार विशद करा.

प्र.7) टिपा लिहा. (कोणत्याही दोन) :

- चिन्हांकन
- जाहिरात
- साखळी दुकाने

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**B.Com. (Part - I) (Semester - II) (CBCS) Examination,  
April - 2019**

**BUSINESS MATHEMATICS (Paper - II) (GEC - B2)**

**Calculus (New)**

**Sub. Code : 71502**

**Day and Date : Tuesday, 09 - 04 - 2019**

**Total Marks : 50**

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

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

**Q1) Attempt any two of the following : [10]**

a) If  $f(x) = \log x$  then find  $f'(x)$  by using first principal.

b) If  $y = x^7 + 7^x + e^7 - 7^e$  then find  $\frac{dy}{dx}$ .

c) Evaluate :  $\int x^2 e^x dx$ .

**Q2) Define even and odd functions. Draw a graph of function  $y = \left(\frac{1}{2}\right)^x$  by taking**

$x = -3, -2, -1, 0, 1, 2, 3$ . [10]

**Q3) If  $u$  and  $v$  are differentiable functions of  $x$  and if  $y = u + v$  then prove that**

$\frac{dy}{dx} = \frac{du}{dx} + \frac{dv}{dx}$  Hence find derivative of  $y = x^4 + e^x$ . [10]

**Q4) Evaluate : [10]**

a)  $\lim_{x \rightarrow 3} \left( \frac{1}{x-3} - \frac{1}{-3x+x^2} \right)$ .

b)  $\lim_{x \rightarrow 0} \frac{\sqrt{a-x} - \sqrt{a+x}}{x}$ ,

c)  $\lim_{x \rightarrow -2} \frac{x^5 + 32}{x^8 - 2^8}$ .

**P.T.O.**



Q5) Find the maximum and minimum values of the following function

$$x^3 - 3x^2 - 9x + 27.$$

[10]

Q6) Evaluate :

[10]

a)  $\int \left( 5^x + \frac{4}{x} + 3e^x \right) dx,$

b)  $\int (x^2 \log x) dx,$

c)  $\int \frac{e^x}{e^x + 5} dx.$

Q7) Attempt any two of the following :

[10]

a) If  $C$  is the total cost of producing  $x$  items and  $C = 7 - 3x + x^3$  then find the average cost and marginal cost when  $x = 6$  units.

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

c) If  $y = x^3 e^x$  then find  $\frac{d^2y}{dx^2}.$

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[10]

**B.Com. (Part - I) (Semester - II) (CBCS)  
Examination, April - 2019  
GEOGRAPHY (Paper - II) (GEC - B6)  
Introduction to Marketing Geography (New)  
Sub. Code : 71504**

Day and Date : Tuesday, 09 - 04 - 2019

Total Marks : 50

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

- Instructions :
- 1) All questions carry equal marks.
  - 2) Attempt any five questions out of seven.
  - 3) Use of map stencils is allowed.
  - 4) Neat diagrams and maps should be drawn wherever necessary.

[10]

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

- a) What is the nature of Marketing Geography?
- b) What is Market?
- c) What is the importance of Tourism?

Q2) What is the scope and importance of Marketing Geography? [10]

Q3) State the classification of Markets according to periodicity. [10]

Q4) Give an account of the Nature and Approaches of Agricultural Marketing. [10]

Q5) State the importance of Tourism in modern period in India. [10]

Q6) Give an account of Tourist centers in Jammu and Kashmir. [10]

Q7) Write Short Notes (any two out of three) : [10]

- a) Rural and Urban market
- b) Functions of Agricultural Marketing
- c) Tourist Centers in Goa.

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मराठी रूपांतर

- सूचना : 1) सर्व प्रश्नांना समान गुण आहेत.  
2) सातपैकी कोणतेही पाच प्रश्न सोडवा.  
3) नकाशा स्टेटिसिल्स वापरण्यास परवानगी आहे.  
4) आवश्यक तेथे सुबक आकृत्या व नकाशे काढा.

- प्र.1) थोडक्यात उत्तरे लिहा. (तीनपैकी कोणतेही दोन) [10]  
अ) विपणन भूगोलाचे स्वरूप काय आहे?  
ब) बाजारपेठ म्हणजे काय?  
क) पर्यटनाचे महत्व काय आहे?
- प्र.2) विपणन भूगोलाची व्याप्ती आणि महत्व काय आहे? [10]
- प्र.3) कालावधीनुसार बाजारपेठांचे वर्गीकरण विशद करा. [10]
- प्र.4) शेतीमाल विपणनाचे स्वरूप आणि अभ्यासपध्दती यांचा वृत्तांत द्या. [10]
- प्र.5) भारतातील आधुनिक काळातील पर्यटनाचे महत्व विशद करा. [10]
- प्र.6) जम्मू आणि काश्मिरमधील पर्यटन केंद्रांचा वृत्तांत द्या. [10]
- प्र.7) थोडक्यात टिपा लिहा. (तीनपैकी कोणतेही दोन) [10]  
अ) ग्रामीण आणि शहरी बाजारपेठ  
ब) शेतीमाल विपणनाची कार्ये  
क) गोवा मधील पर्यटन केंद्रे





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**B.Com. (Part - I) (Semester - II) (CBCS) Examination,**  
**April - 2019**  
**TAX PROCEDURE AND PRACTICE (Paper - III) (New)**  
**Indian Income Tax System and IT Law (Vocational) (GEC-V2)**  
**Sub. Code : 72881**

[10] Day and Date : Monday, 08 - 04 - 2019 Total Marks : 50

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

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

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

- a) Types of Income  
b) Clubbing of Income  
c) Set off and carry forward of losses  
d) Deduction u/s 80 C

Q2) Explain any 5 Deductions from Gross Total Income. [10]

Q3) What is Income from Business and Profession? Distinguish between Income from Business and Profession and Income from Other Sources. [10]

Q4) From the following Profit and Loss Account of Mr. Vikas compute his business income for the A.Y. 2018-2019. [10]

Particulars	Amount	Particulars	Amount
To Salaries	3,20,000	By Gross Profit	5,20,000
To Other expenses	54,000	By Bad Debts recovered	27,000
To Interest on Borrowed capital	19,000	By Interest on Fixed Deposits	16,000
To Bad Debts	14,000	By Dividend from Indian Company	21,000
To R.D.D.	8,000		
To Income Tax Provision	19,000		
To Donation	7,400		
To Motor Car Expenses	6,900		
To Depreciation Provision	18,000		
To Net Profit	1,17,700		
Total	5,84,000	Total	5,84,000

P.T.O.



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Additional Information:-

- Depreciation allowed Rs. 22,000
- Motor car is used for private use.
- Other expenses includes Rs. 19,000 for travelling at Nasik Tirthayatra (Pilgrimage). Compute the taxable income from business for A.Y. 2018-19.

**Q5)** Mr. Shah a resident individual, has submitted following particulars. Compute his Gross Taxable Income for A.Y. 2018-19. [10]

Sr. No.	Particulars	Amount (Rs.)
1	Income from Business	4,20,000
2	Long Term Capital Gain	1,20,000
3	LIC commission	15,000
4	Housing Loan repayment	1,45,000
5	Donation to Rayat Shikshan Sanstha	26,000
6	Income from House Property (computed)	1,60,000
7	Interest on bank deposits	14,000

**Q6)** Dr. Rashmi has given Receipt and Payment statement for the year ending 2018. You are required to compute the Income from Profession. [10]

Particulars	Amount	Particulars	Amount
Opening cash balance	35,000	Rent of Clinic	67,000
Consultation fees	4,30,000	Salary to staff	85,000
Gift from clients	26,000	Cost of Medicines	95,000
Rent of the house property	30,000	Membership fees	6,700
Dividend from Indian Company	26,000	Surgical Equipment	87,000
		Stationery	26,000
		Car Expenses	9,000
		Books (Practice Manuals)	9,500
		Income Tax	26,000
		Donations	7,500
		LIC	36,000
		Closing cash balance	92,300
Total	5,47,000	Total	5,47,000



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Additional Information:-

- Membership fees includes Rs. 3,700 to Medical council and balance to private club.
- 1/5 of the car expenses are related to personal use.
- Depreciation on car is Rs. 15,000, block of assets Rs. 18,000 and 100% on books.
- Donation to chief minister fund.

Q7 The Investments of Miss. Pooja for the year ended 31/03/2018 are as follows:-

[10]

7% Central Government Securities	Rs. 52,000
11% Mumbai Municipal Corporation Bonds	Rs. 37,000
9% Debentures of Speed Auto Ltd.	Rs. 20,000
15% Preference shares of Ashok Iron Works Ltd.	Rs. 14,000
8.5% Port Trust Bonds	Rs. 19,000
7% Securities of Foreign Government	Rs. 10,000
8% National Savings Certificates	Rs. 16,000

She Paid commission of Rs. 1,900 for collecting the taxable interest on the securities. She also paid Rs. 2,400 as interest on bank loan which was taken for the purpose of purchasing the National Savings Certificates.





Seat No.	
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**B.Com. (Part - I) (Semester - II) (CBCS) Examination, April - 2019**  
**TAX PROCEDURE & PRACTICE (Vocational) (New)**  
**Profession Tax and GST Act, 2017 (Paper - IV) (GEC-V4)**  
**Sub. Code : 72882**

Day and Date : Tuesday, 09 - 04 - 2019

Total Marks : 50

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

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

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

- Explain Schedule – I (Entry No. 10 under the Maharashtra Professional Tax Act, 1975.)
- Special provision relating to Causal Taxable Persons and Non-Resident Taxable Persons for registration under GST Act, 2017.
- Penalty for Nonpayment of tax under the Professional Tax Act, 1975.
- Persons not liable for registration under GST Act, 2017.

**Q2) Compute the Professional Tax liability in following case. Dr. Kishor Kulkarni has following employees. (For the Period Oct-17 to March-18) [10]**

Name	Monthly Salary
Mr. Rohit Pujari	Rs. 27,000
Mr. Shushant Khandekar	Rs. 15,000
Mr. Kailash Mote	Rs. 36,000
Sou. Supriya Mone	Rs. 24,000
Mr. Vinay Patil	Rs. 8,500
Sou. Mugdha Desai	Rs. 31,800



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**Q3)** Compulsory registration in certain cases U/s 24 of GST Act, 2017. [10]

**Q4)** Define Employee, Employer, Salary & Perquisite under Professional Tax Act, 1975. [10]

**Q5)** Compute the Professional Tax liability in following case. Dr. Sudip Bhosale has following employees. (For the Period Oct-16 to March-17) [10]

Name	Monthly Salary
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

**Q6)** Determine the professional tax liability in following cases. [10]

- Mr. Mane is registered under Bombay Shops and Establishment Act, 1948. His annual turnover of last year is Rs. 8,75,00/-
- Individuals or institutions conducting Chit Fund.
- Mr. Kadam, owner of one taxi passenger car.
- Mr. Shinde, working as an assistant production manager in film industry.
- Mr. Makarand Kulkarni engaged as Estate Agent for last 10 years.

**Q7)** Explain the procedure of getting enrolled under Professional Tax Enrollment (PTE) & Professional Tax Registration. (PTR) [10]





E2

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17. [10]

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**B.Com. (Part - I) (Semester - II) (Pre-Revised) Examination,  
April - 2019**

**ENGLISH (Compulsory) (Paper - II)  
English for Business Communication**

**Sub. Code : 59647** ✓

**Day and Date : Tuesday, 02 - 04 - 2019**

**Total Marks : 50**

**Time : 12.00 noon to 02.00 p.m.**

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

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

- i) Seeing the doll in the drawer, the man \_\_\_\_\_.  
a) becomes happy                      b) becomes sad  
c) is pleasantly surprised            d) becomes angry
- ii) The squirrels hide their nuts in \_\_\_\_\_.  
a) a hole                                      b) the grass  
c) the leaves                                d) the bushes
- iii) Gillan's uncle left him \_\_\_\_\_ in his will. ✖  
a) a house                                    b) a real estate  
c) 1000 dollors                            d) a diamond pendant
- iv) The river Mandakini has its confluence with the river \_\_\_\_\_.  
a) Godawari                                b) Alaknanda  
c) Yamuna                                    d) Bhagirati
- v) The oppressed had \_\_\_\_\_ clothing.  
a) torn                                        b) fashionable  
c) minimal                                 d) attractive

**B) Do as directed. [5]**

- i) Give the synonym of 'stare'.
- ii) Give the antonym of 'inferior'.
- iii) Form a word by using prefix, 'un'.
- iv) Form a word by using suffix, 'tion'.
- v) Make a noun of a word, 'educate'.

**P.T.O.**



- Q2) A)** Answer the following questions in 2 to 3 sentences each (any three) [9]
- What are the things that the man in the play, 'The Worker' has brought from the office?
  - What beauties of nature do we miss?
  - Who was Miss Mirian Hayden? What was the amount mentioned in the will for her?
  - How was the local bus named as the hunger strike bus?
  - What reasons does the speaker give to counter 'their' charge that we were savages?
- B)** Write short notes in about 50 to 60 words each (any two) [6]
- The Man's commitment to his company in 'The Worker'.
  - Guptkashi
  - The theme of racial discrimination in the poem, 'First, They Said'.

- Q3) A)** Write an advertisement copy for a motor - bike describing its features. [6]  
**B)** Prepare a pie-diagram representing the data given below: [6]

## Distribution of Revenue

<u>Source</u>	<u>% of Revenue</u>
Custom	14
Excise	40
Income tax	30
Corporate tax	10
Miscellaneous	<u>06</u>
Total	100

- Q4) A)** You are the secretary of the Ganesh Auto Ltd. Draft notice for the 6<sup>th</sup> monthly meeting of the Board of Directors. Give details of day, date, time and place. [6]  
**B)** Draft the agenda for the meeting of the Board of Directors of Mahila Sahakari Bank Ltd., Satara to discuss recovery of loans, buying new computers and printers, appointment of new watchman, appointment of an auditor and new membership. [7]





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**B.Com. (Part - I) (Semester - II) Examination, April - 2019**  
**BUSINESS ECONOMICS (Paper - II)**

**Sub. Code : 59648**

**Day and Date : Wednesday, 03 - 04 - 2019**

**Total Marks : 50**

**Time : 12.00 Noon to 02.00 p.m.**

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

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

- a) State characteristics of Perfect competition.
- b) Explain the concept of Product differentiation.
- c) State the concept of quasi rent.

**Q2) State price determination under monopoly market. [10]**

**Q3) Explain cost of production curves in short run. [10]**

**Q4) State characteristics of Oligopoly market. [10]**

**Q5) Explain risk bearing theory of profit. [10]**

**Q6) Discuss the neoclassical theory of interest. [10]**

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

- a) Selling cost.
- b) Money wage and Real wage.
- c) Price discrimination.

**P.T.O.**



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## मराठी रूपांतर

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

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

[10]

- अ) पूर्णस्पर्धेच्या बाजारपेठेची वैशिष्ट्ये स्पष्ट करा.  
ब) वस्तूभेदाची संकल्पना विशद करा.  
क) आभास खंडाची संकल्पना स्पष्ट करा.

प्र.2) मक्तेदारीच्या बाजारातील किंमतनिश्चिती विशद करा.

[10]

प्र.3) उत्पादन खर्चाचे अल्पकालिन वक्र स्पष्ट करा.

[10]

प्र.4) अल्पाधिकाराच्या बाजाराची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.5) नफ्याचा धोका पत्करण्याचा सिध्दांत स्पष्ट करा.

[10]

प्र.6) व्याजाचा नवसनातनी सिध्दांताची चर्चा करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) विक्री खर्च  
ब) पैशातील वेतन आणि वास्तव वेतन  
क) मूल्यभेद

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**B. Com. (Part - I) (Semester - II) Examination, April - 2019**  
**PRINCIPLES OF MARKETING (Paper - II) (Pre-Revised)**  
**Sub. Code : 59651**

Day and Date : Monday, 08 - 04 - 2019

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

[10]

Instructions: 1) Attempt any five questions.  
 2) Figures to the right indicate full marks.

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

- a) State the importance of price in marketing mix.  
 b) What is non-store retailing?  
 c) State the characteristics of services.

[10]

Q2) What is product packaging? Explain the role of product packaging. [10]

Q3) Explain the elements of promotion mix. [10]

Q4) Explain the classification of retailers by marketing strategies. [10]

Q5) What are the problems in services marketing? [10]

Q6) Explain the factors affecting choice of a distribution channels. [10]

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

- a) Price Mix.  
 b) Nature of retailing  
 c) Personal selling

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मराठी रूपांतर

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

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

[10]

- अ) विपणन मिश्रणात किंमतीचे महत्व सांगा.  
ब) बिनदुकानी किरकोळ व्यापार म्हणजे काय?  
क) सेवांची वैशिष्ट्ये सांगा.

प्र.2) वस्तूचे आवेष्टन म्हणजे काय? वस्तू आवेष्टनाची भूमिका स्पष्ट करा.

[10]

प्र.3) विक्रयवृद्धी मिश्रणातील घटक स्पष्ट करा.

[10]

प्र.4) विपणन व्यूह रचनेनुसार किरकोळ व्यापाऱ्यांचे वर्गीकरण स्पष्ट करा.

[10]

प्र.5) सेवांच्या विपणनामधील समस्या कोणत्या?

[10]

प्र.6) वितरण मार्ग निवडीवर परिणाम करणारे घटक स्पष्ट करा.

[10]

प्र.7) टिपा लिहा. (कोणत्याही दोन)

[10]

- अ) किंमत मिश्रण  
ब) किरकोळ व्यापाराचे स्वरूप  
क) वैयक्तिक विक्री

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**B. Com. (Part - I) (Semester - II) Examination, April - 2019**  
**PRINCIPLES OF BUSINESS MANAGEMENT (Paper -II)**  
**Sub. Code : 59649**

Day and Date : Thursday, 4 - 04 - 2019

Total Marks : 50

Time : 12.00 noon. to 02.00 p.m.

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

- Q1)** Write short answers. (any two) [10]
- a) State the steps of Need Hierarchy Theory.
  - b) State the barriers in Communication.
  - c) State the modern techniques of controlling.
- Q2)** What is motivation? Explain theory 'X' of Douglas McGregor's [10]
- Q3)** What is communication? Explain Process of Communication. [10]
- Q4)** Explain Fredrick Herzberg's Two-Factor Theory. [10]
- Q5)** Explain Emerging Horizon of Management in changing Environment. [10]
- Q6)** Explain concept of Leadership. State functions of leader. [10]
- Q7)** Write short notes (Any Two) [10]
- a) Controlling Process.
  - b) Autocratic Leadership style.
  - c) Qualities of a successful Manager.

**P.T.O.**

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### मराठी रूपांतर

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

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]  
अ) मास्लो यांच्या गरजांच्या सिद्धांतामधील पायऱ्या सांगा.  
ब) संदेश वहनातील अडथळे सांगा.  
क) नियंत्रणाची आधुनिक तंत्रे सांगा.
- प्र.2) कार्यप्रेरणा म्हणजे काय ? डग्लस मग्रेगर यांचा 'क्ष' सिद्धांत स्पष्ट करा. [10]
- प्र.3) संदेश वहन म्हणजे काय ? संदेशवहनाची प्रक्रिया स्पष्ट करा. [10]
- प्र.4) फ्रेडरिक हर्झबर्ग यांचा द्विघटक सिद्धांत स्पष्ट करा. [10]
- प्र.5) बदलत्या पर्यावरणातील व्यवस्थापनाच्या दृष्टीतील क्षितिजे आव्हाने स्पष्ट करा. [10]
- प्र.6) नेतृत्व ही संकल्पना स्पष्ट करा. नेत्याची कार्ये सांगा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]  
अ) नियंत्रण प्रक्रिया.  
ब) एकतंत्री नेतृत्वशैली.  
क) यशस्वी व्यवस्थापकाचे गुण.

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**B.Com. (Part - I) (Semester - II) Examination, April - 2019**  
**MATHEMATICS (Paper - II)**  
**Business Mathematics**  
**Sub. Code : 59653**

Day and Date : Tuesday, 09 - 04 - 2019

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

**Q1) Attempt any Two. [10]**

- a) Find derivative of  $e^x$  from the first principle.
- b) If the function  $f(x)$  is given by  $f(x) = x^2 - 3x + 4$ , find  $x$  such that  $f(1 - x) = f(2x + 1)$

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

**Q2) Define a function  $f(x)$ . Draw a graph of the function  $y = \frac{1}{2^x}$  by taking  $x = -3, -2, -1, 0, 1, 2, 3$ . [10]**

**Q3) If  $y = \frac{u}{v}$ ,  $v \neq 0$  where  $u$  and  $v$  are the functions of  $x$ . then prove that**

$$\frac{dy}{dx} = \frac{v \frac{du}{dx} - u \frac{dv}{dx}}{v^2} \text{ and hence find } \frac{dy}{dx} \left( \frac{e^x}{x} \right). \quad [10]$$

**Q4) Prove that  $\int_0^a f(x) dx = \int_0^a f(a-x) dx$  and hence evaluate  $\int_0^a \frac{\sqrt{x}}{\sqrt{x} + \sqrt{a-x}} dx$ . [10]**

P.T.O



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Q5) State the conditions for maxima and minima of the function  $f(x)$ . Find the maximum and minimum values of the function  $f(x) = \frac{1}{3}x^3 - \frac{3}{2}x^2 + 2x + 3$ . Also find the value of  $f(x)$  at these values of  $x$ . [10]

Q6) a) i) Find  $\frac{dy}{dx}$ , if  $y = x^2 + 2^x + 2^2$

ii) If  $x^2 \cdot y^3 = (x + y)^5$  Prove that  $\frac{dy}{dx} = \frac{y}{x}$

b) Find the cost function and average cost function, if the marginal cost function ( $M_c$ ) is given by  $M_c = 3x^2 - 2x + 7$  and the fixed cost is Rs. 200 [10]

Q7) Attempt any Two. [10]

a) The demand law is given by  $P = 20 - x + x^2$  find the consumer's surplus When demand is  $x = 3$ .

b) If  $y = ae^x + be^{-2x}$  then show that  $\frac{d^2y}{dx^2} + \frac{dy}{dx} - 2y = 0$ .

c) Find the value of 'a' if  $\int_2^a (x+1) dx = \frac{7}{2}$





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**B.Com. (Part - I) (Semester - II) Examination, April - 2019**

**ACCOUNTANCY (Paper - II)**

**Financial Accounting**

**Sub. Code : 59650**

**Day and Date : Friday, 05 - 04 - 2019**

**Total Marks : 50**

**Time : 12.00 Noon to 02.00 p.m.**

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

**Q1)** A head Office in Kolhapur has a branch in Solapur which goods are invoiced by the Head Office at cost price plus 25%. All cash received by the Branch is remitted to Head Office. All expenses are paid from Kolhapur. From the following particulars relating to the Branch as on 31 - 03 - 2017.

Stock on 1 - 1 - 2017	2,50,000
Debtors on 1 - 1 - 2017	2,40,000
Goods invoiced form Kolhapur (H.O)	8,00,000
Remittance to Head Office Cash Sales	3,20,000
Collections from Debtors	5,81,600
Credit Sales	8,00,000
Discount allowed to Debtors	8,400
Cheques received from H.O. (Kolhapur)	
Wages and Salary	2,20,000
Rent and Rates	60,000
Sundry expenses	10,000
Goods Returns to H.O. (Kolhapur)	48,000
Stock on 31 - 12 - 2017	3,00,000
Debtors on 31 - 12 - 2017	4,50,000

From the above Information prepare

- a) Solapur Branch Account [10]
- b) Branch Trading Profit & Loss A/c [10]

**P. T. O.**



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[10]

Q2) Attempt any two (Out of Three)

- a) Mr. Vinod does not maintain his books on double entry system followings particulars are available from his records.

Cash summary for the year ending 31 - 03 - 2017

To Bal b/d	24,000	By Creditors	3,24,000
To Sales	1,36,000	By Salary	18,000
To Debtors	5,00,000	By Rent	8,000
		By Wages	56,000
		By Trade expenses	32,000
		By Purchase	24,000
		By Drawings	60,000
		By Balance	1,38,000
Total	660,000	Total	660,000

The Assets and liabilities were as under

Particular	01-04-2015	31 - 03 - 2017
Stock	1,00,000	1,44,000
Creditors	52,000	56,000
Debtors	1,08,000	1,28,000
Furniture	48,000	48,000
Machinery	1,60,000	1,60,000

Provide for depreciation at 5% on machinery 10% on Furniture make provision for doubtful debts at 5% on debtors

Prepare trading, Profit & Loss A/c Total Creditors & Debtors A/c.



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- b) M/s Kolhapur Traders has a branch at Poona. The goods are invoiced to the branch at cost plus 50%. From the following particulars prepare Branch Stock A/c, Branch Debtors A/c, Branch Expenses A/c, Branch Adjustment A/c and Branch Profit and Loss A/c in the books of Head Office.

[10]

	Rs.
Stock on 1 - 1 - 2017 (at invoice price)	24,000
Debtors on 1 - 1 - 2017	12,000
Goods sent to branch (at invoice price)	1,20,000
Cash sales	42,800
Credit sales	68,000
Cash received from debtors	58,400
Discount allowed to debtors	1,200
Bad debts	400
Goods returned from debtors	4,000
Goods returned by branch to Head Office (invoice price)	6,000
Cheques sent to branch for	
Salary	- 8000
Rent	- 4000
Sundry Expenses	- 1200

13,200

Stock on 31 - 12 - 2017 (at invoice price)

30,000

The difference in stock represents shortage

- c) On 1 - 1 - 2017 Mahesh Traders; Kolhapur consigned to Mr. Rajesh of Solapur 100 Bags of sugar at the Price Rs. 800 per bag and paid Rs. 1500 for freight and Rs. 1200 for insurance. On the same day Mahesh Traders draw a bill for 3 months for Rs. 15000 which was duly accepted by Mr. Rajesh later on the bill was discounted at 10% p.a. On 31<sup>st</sup> March 2017, Mr. Rajesh reported that 80 bags of sugar were sold for Rs. 90,000. And that he has paid expenses (all recurring) of Rs. 900. Mr. Rajesh was entitled to get 5% commission on sales. Mr. Rajesh paid the amount due by bank draft.

[10]

Prepare : Consignment Account in the books of Mahesh Traders.

Q3) Write Short Notes (Any Two out of four)

[10]

- Consignment Account
- Important Features of Tally
- Objective of Branch Accounting
- Single Entry System





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**B.Com. (Part - I) (Semester - II) Examination, April - 2019**  
**GEOGRAPHY (Paper - II)**  
**Globalization and Market System**  
**Sub. Code : 59654**

Day and Date : Tuesday, 09 - 04 - 2019

Total Marks : 50

Time : 12.00 noon to 02.00 p.m.

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

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

- i) Because of globalization economy goes towards.
  - a) Closed economy
  - b) Unstable economy
  - c) Stable economy
  - d) Free economy
- ii) Name the trade, which has equal import value and export trade value.
  - a) Balanced trade
  - b) National trade
  - c) Adverse balanced trade
  - d) Free trade
- iii) What is seasonal market?
  - a) Very Small period market
  - b) Long period market
  - c) Small period market
  - d) None of these
- iv) When was the work of World Trade Organization (WTO) started?
  - a) 1 January 1995
  - b) 1 January 1985
  - c) 1 January 1965
  - d) 1 January 2000
- v) Where was the European Economic Community (EEC) established?
  - a) Bon
  - b) Rome
  - c) Paris
  - d) London
- vi) What does OPEC exports?
  - a) Gold
  - b) Coal
  - c) Petroleum
  - d) Bauxite

P.T.O





### मराठी रूपांतर

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

प्र.1) खालील प्रश्नांच्या उत्तराचे योग्य पर्याय निवडा.

[10]

- i) जागतिकीकरणामुळे अर्थव्यवस्था कोणत्या अर्थव्यवस्थेकडे जाते.  
 अ) बंदिस्त अर्थव्यवस्था                      ब) अस्थिर अर्थव्यवस्था  
 क) स्थिर अर्थव्यवस्था                        ड) मुक्त अर्थव्यवस्था
- ii) आयात मुल्य आणि निर्यात मुल्य ज्या व्यापारात समान असते त्या व्यापाराचे नांव सांगा.  
 अ) संतुलीत व्यापार                            ब) राष्ट्रीय व्यापार  
 क) प्रतिकूल संतुलीत व्यापार            ड) मुक्त व्यापार
- iii) हंगामी बाजारपेठ काय आहे?  
 अ) अति अल्प कालावधी बाजारपेठ    ब) दिर्घ कालावधी बाजारपेठ  
 क) अल्प कालावधी बाजारपेठ        ड) यापैकी नाही
- iv) जागतिक व्यापार संघटनेच्या (WTO) कामकाजास सुरुवात केंव्हा झाली?  
 अ) 1 जानेवारी 1995                        ब) 1 जानेवारी 1985  
 क) 1 जानेवारी 1965                        ड) 1 जानेवारी 2000
- v) युरोपचा आर्थिक समाज (EEC) याची सुरुवात कोठे झाली?  
 अ) बॉन    ब) रोम  
 क) पॅरीस                                        ड) लंडन
- vi) ओपेक (OPEC) काय निर्यात करते?  
 अ) सोने                                        ब) दगडी कोळसा  
 क) खनिज तेल                                ड) बॉक्सईट
- vii) देशादेशामध्ये घडून येणारा व्यापार काय आहे?  
 अ) दृष्य व्यापार                                ब) आंतरराष्ट्रीय व्यापार  
 क) राष्ट्रीय व्यापार                        ड) मुक्त व्यापार





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**B.Com. (Part - I) (Semester - II) Examination, April - 2019**

**TAX PROCEDURE AND PRACTICE (Vocational)**

**Profession Tax & Service Tax (Paper - IV)**

**Sub. Code : 60254**

**Day and Date : Tuesday, 09 - 04 - 2019**

**Total Marks : 50**

**Time : 12.00 noon to 02.00 p.m.**

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

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

- a) Explain Schedule - 1 (Entry No. 10 under the Maharashtra Professional Tax Act, 1975.
- b) Extent & Commencement of Maharashtra Professional Tax Act, 1975.
- c) Penalty for Nonpayment of tax under the Professional Tax Act, 1975.
- d) Show cause notice for penalty under Service Tax Act, 1975.

**Q2) Compute the annual professional tax liability in following case. Dr. Mahesh Jadhav has following employees. (For the year 2015-2016). [10]**

Name	Monthly Salary
Mr. Rohit Mane	Rs. 15,000
Mr. Sachin Patil	Rs. 16,500
Mr. Rahul More	Rs. 20,000
Sou. Deepali Sane	Rs. 10,000
Mr. Amol Shinde	Rs. 5,000
Sou. Kavita Desai	Rs. 12,500

**P.T.O.**



- Q3)** Explain the interest provision under the Service tax. Calculate interest liabilities under service tax in following cases. [10]
- a) Sahyadri Motors Pvt.Ltd. Pays there tax for the month of July 2016 Rs. 26,820/- paid on 20<sup>th</sup> October 2016.
  - b) Mohite & Sons Partnership Firm pays there tax for the period Oct. to Dec. 2016 Rs. 1,65,000/- paid on 5<sup>th</sup> Feb. 2017.
- Q4)** Define Employee, Employer, Salary & Perquisite [10]
- Q5)** Penalty for contravention in other cases section 77, Service Tax Act. [10]
- Q6)** Explain the meaning of Professional tax. Explain the penalties & interest applicable. [10]
- Q7)** Explain the procedure of getting enrolled under Professional Tax Enrollment (PTE) & Professional Tax Registration (PTR). [10]

\* \* \*





SN -

- Q2) a)** Answer any three of the following questions in 2-3 sentences each.
- Why do the oppressed 'wait for the next insulting word' from the oppressors?
  - How does the Man react to the Messenger?
  - Why did Gillian tear up the account given to Tollman?
  - What beauties of nature do we miss according to the poet?
  - How does the writer describe the man eating leopard Rudraprayag?
- b)** Write short notes on any two of the following in about 50 to 60 words each.
- Guptakashi
  - The Theme of the One Act Play "The Worker"
  - Encounter between the 'oppressed' and the 'oppressors'

- Q3) a)** Draft a piece of advertisement on the following product by giving suitable new name and features of the product:

**Water Purifier**

- b)** Prepare a Pie-diagram representing the data given below and write the statements of comparison and contrast on the basis of it.

**Distribution of Revenue**

Source	% of Revenue
Customs	14
Excise	40
Income Tax	30
Corporate Tax	10
Miscellaneous	06

- Q4) a)** As the secretary of the Komal Housing Society write a notice to the members for a monthly meeting. Imagine the necessary details.
- b)** Imagine that the meeting of the Boards of Directors of Yash Finance Ltd. has been called for the appointment of an Auditor, purchase of new computers and promotion of Mr. Mehta as General Manager. Draft the agenda for the said meeting.





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

**ACCOUNTANCY (Paper - II)**

**FINANCIAL ACCOUNTING**

**Sub. Code : 59650**

**Day and Date : Monday, 19 - 11 - 2018**

**Total Marks : 50**

**Time : 12.00 Noon to 2.00 p.m.**

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

**Q1)** A trading firm in Kolhapur has a Branch at Solapur to which goods are sent at cost plus 25%. Solapur Branch keeps its own sales ledger and transmits all cash received to H.O. All expenses are paid from the Head Office. The transactions for the Branch were as follows.

<b>Particulars</b>	<b>Amount</b>
Stock on 01-04-2016	4,40,000
Debtors on 01-04-2016	44,000
Petty cash on 01-04-2016	4,000
Cash sales	1,06,000
Goods sent to Branch	8,00,000
Collections from Debtors	8,40,000
Goods returned to H.O.	12,000
Bad debts	12,000
Allowances	10,000
Returns Inwards	20,000
Cheques sent to Branch	68,000
Rent	24,000
Wages	8,000
Salary	36,000
Stock on 31-03-2017	5,20,000
Debtors 31-03-2017	40,000

From the above information prepare

- A) Branch Account in the Books of H.O. [10]
- B) Branch Trading Profit & Loss A/C [10]

**P.T.O.**



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Q2) Attempt any two (Out of Three)

- a) Mr. Vijay keeps his book under single entry system. He gives you the following information [10]

**Cash summary for the year ended 31-03-2016**

<b>Receipts</b>	<b>Rs.</b>	<b>Payments</b>	<b>Rs.</b>
To cash in hand (01-04-2015)	2,000	By BOD (01-04-2015)	10,000
To receipts from debtors	10,00,000	By Salary	48,000
To Bills receivable	3,00,000	By Bills payable	3,60,000
To commission received	6,000	By Paid to creditors	4,80,000
		By Wages	60,000
		By Office expenses	30,000
		By Drawings	1,44,000
		By Balance Cash	16,000
		Bank	1,60,000
<b>Total</b>	<b>13,08,000</b>	<b>Total</b>	<b>13,08,000</b>

Other transaction during the year.

Credit sales	14,00,000
Credit purchase	10,00,000
Discount to debtors	10,000
Discount from creditors	6,000
Goods returned by customers	4,800
Goods returned to suppliers	2,800
Stock on 1.4.2015	2,80,000
Stock on 31.3.2016	2,20,000
Depreciation on assets	35,000
Bad Debts	15,200

Prepare Trading, Profit and Loss A/C for the year ending 31.03.2016

- b) Bharat Traders of Poona has a branch at Kolhapur. Goods are sent by Head Cash collected at cost +20%. All expenses of the branch are paid through Head Office Cash collected by branch are daily deposited to the credit of the Head Office account in local bank. From the following particulars for the year ended 31<sup>st</sup>Dec. 1994 show Branch Profit using stock & debtors system. [10]



Stock on 1-1-2017 at invoice price	24,000
Debtors as on 1-1-2017	12,000
Stock on 31-12-2017	22,800
Debtors on 31-12-2017	14,400
Goods sent to branch at invoice price	1,56,000
Cash Sales during the year	1,08,000
Goods return to Head office	12,000
Credit Sales during the year	40,000
Goods Returned by customer	4,000
Cash Received from customers	32,000
Salaries	12,000
Rent	4,000
Discount Allowed	1,000
Bad debts	600
Pilferage on 31-12-2017	1,200

- c) Raj Products, Pune sent an consignment to Ram Bros. of Mumbai, 200 Tables costing Rs.500 each. The consignees were to be allowed a commission of 5% on sales. They accepted a bill of Rs. 30,000 at 3 months as an advance. The consignor discounted the bill immediately at 6% p.a. Raj product paid Rs. 3,000 for freight and Rs. 2,000 for wages on sending the goods. Ram Bros. sent an "Account Sales" stating that 140 Tables were sold at Rs. 800 each and another Account Sales sent after a month. It was stated that the remaining Tables were sold at Rs. 760 each and that he has paid expenses (All Recurring) of Rs. 4,000. The consignee sent a bank draft for the balance after deducting their commission. [10]

Prepare: Consignment Account in the Books of Raj Product.

Q3) Write Short Notes (Any Two out of four) [10]

- Accounting Software
- Branch Account
- Del Credere commission
- Single Entry System





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**B.Com. (Part - I) (Semester - II) Examination, November - 2018**  
**PRINCIPLES OF MARKETING (Paper -II)**  
**Sub. Code : 59651**

**Day and Date : Thursday, 22 - 11 - 2018**

**Total Marks : 50**

**Time : 12.00 noon. to 02.00 p.m.**

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

**Q1) Answer the following questions in brief (Any Two) [10]**

- a) Explain Importance of after sales services.
- b) Explain factor affecting the choice of a distribution channels.
- c) Explain importance of retailing.

**Q2) Explain Types of distribution channels. [10]**

**Q3) Explain Marketing Mix elements. [10]**

**Q4) Explain Importance of product price mix. [10]**

**Q5) Explain stages in selling process. [10]**

**Q6) Define services? Explain objectives of services. [10]**

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

- a) Importance channels of distribution.
- b) Objectives of Packaging.
- c) Problems in Services Marketing.

**P.T.O.**



12/11/16

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मराठी रूपांतर

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

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

[10]

- अ) विक्रयोत्तर सेवेचे महत्व सांगा.  
ब) वितरण मार्ग निवडीवर परिणाम करणारे घटक सांगा.  
क) किरकोळ व्यापारचे महत्व स्पष्ट करा.

प्र.2) वितरणाचे मार्गांचे विभिन्न प्रकार विशद करा.

[10]

प्र.3) विपणन मिश्रणाचे घटक कोणते ते सांगा.

[10]

प्र.4) विपणन मिश्रणात किंमतीचे महत्व स्पष्ट करा.

[10]

प्र.5) विक्रय प्रक्रियेतील अवस्था कोणत्या ते सांगा.

[10]

प्र.6) सेवेची व्याख्या सांगून तिची वैशिष्ट्ये स्पष्ट करा.

[10]

प्र.7) टीपा लिहा. (कोणत्याही दोन)

[10]

- अ) वितरण मार्गचे महत्व.  
ब) वस्तू आवेष्टनाचे उद्देश.  
क) सेवांच्या विपणनाच्या समस्या.





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Total No. of Pages : 2

**B.Com (Part - I) (Semester - II) Examination, November - 2018**  
**BUSINESS MATHEMATICS (Paper - II)**

Sub. Code : 59653

Day and Date : Saturday, 24 - 11 - 2018

Time : 12.00 noon to 2.00 p.m.

Total Marks : 50

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

Q1) Attempt any two :

[10]

- a) If the demand law is  $P = 48 - x^2$ , find, Revenue function (R) and marginal Revenue (MR) at  $x = 2$ .
- b) Evaluate

$$\lim_{x \rightarrow 2} \left[ \frac{x^2 + x - 6}{x^2 + 3x - 10} \right]$$

- c) If  $\int_0^3 (x^2 + 4x + c).dx = 48$ , find value of c.

Q2) Define a function. Draw a graph of  $y = b^x$  by taking the values  $b = 2$  and  $x = -3, -2, -1, 0, 1, 2, 3$ .

[10]

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

$$\frac{dy}{dx} = \frac{v \cdot \frac{du}{dx} - u \cdot \frac{dv}{dx}}{v^2} \quad \text{Hence find } \frac{dy}{dx} \text{ if } y = \frac{e^x}{x}$$

[10]

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

[10]

Q5) a) Differentiate the following w.r.t. x

[10]

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

ii)  $y = \sqrt{x^2 + 2x + 4}$

b) The demand law is given by  $p = 20 - x - x^2$  Find the consumer's surplus when demand  $x = 3$ .

P.T.O.



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[10]

Q6) Evaluate the following :

a)  $\int_0^2 \frac{\sqrt{x}}{\sqrt{x} + \sqrt{2-x}} .dx$

b)  $\int \frac{x^3 + x^2 + 2}{x} .dx$

c)  $\int \frac{1}{x \cdot \log x} .dx$

Q7) Attempt any two :

[10]

- a) If the demand law is  $x = 18 - 2p^2$ , find the elasticity of demand when  $x = 6$ .
- b) Find the cost function, if the marginal cost function (MC) is given by  $MC = 3x^2 - 2x + 17$  and the fixed cost is Rs. 100. Also find average cost function (AC).
- c) Find the derivative of  $y = x^2$  from first principle.





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

**GEOGRAPHY (Paper - II)**

**Globalization and Market Systems**

**Sub. Code : 59654**

**Day and Date : Saturday, 24 - 11 - 2018**

**Total Marks : 50**

**Time : 12.00 noon to 02.00 p.m.**

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

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

- i) Who plays an important role in globalization process?
  - a) Undeveloped countries
  - b) Developed countries
  - c) Underdeveloped countries
  - d) None of these
- ii) What is daily market?
  - a) Long period market
  - b) Small period market
  - c) Very small period market
  - d) Seasonal market
- iii) What is the term used for the market that occurs within the region?
  - a) Local Market
  - b) National Market
  - c) World Market
  - d) Regional Market
- iv) Name the trade, Which has high export value than the import value.
  - a) World trade
  - b) Favourable balanced trade
  - c) Adverse balanced trade
  - d) Free trade
- v) When was the EEC [European Economic Community] trade organization established?
  - a) 1 January 1968
  - b) 1 January 1958
  - c) 15 August 1978
  - d) 10 January 1948

**P.T.O.**



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- vi) Which is the capital city of Maharashtra?  
a) Pune  
b) Kanpur  
c) Mumbai  
d) Jaipur
- vii) In which state is the famous tourist center Pahelgam?  
a) Uttaranchal  
b) Jammu and Kashmir  
c) Goa  
d) Uttar Pradesh
- viii) Which is the type of the trade of tourism?  
a) National trade  
b) Invisible trade  
c) Visible trade  
d) World trade
- ix) In which state is the famous religious tourist center Badrinath.  
a) Kerala  
b) Goa  
c) Uttaranchal  
d) Delhi
- x) For which animal is Tadoba famous for?  
a) Lion  
b) Elephant  
c) Tiger  
d) Camel

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

- a) What is globalization? State the nature of globalization. [10]

OR

Give an account of geographical factors affecting market system.

- b) What is international trade? State the importance of international trade. [10]

OR

Which are the major tourist centers of Goa.

**Q3)** Write in brief answers of any four of the following questions. [20]

- a) State the good effects of globalization.  
b) What is daily market?  
c) What is importance of market?  
d) What are the objectives of Organisation of Petroleum Exporting Countries [OPEC]  
e) Give information of tourist centers of kerala.  
f) Write information on tourism in modern period in India.



### मराठी रूपांतर

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

प्र.1) खालील प्रश्नांच्या उत्तरांचे योग्या पर्याय निवडा.

[10]

- i) जागतिकीकरणाच्या प्रक्रीयेत कोण महत्वाची भूमिका बजावतो?
 

अ) अविकसित देश	ब) विकसित देश
क) विकसनशील देश	ड) यापैकी नाही
- ii) दैनिक बाजारपेठ काय आहे?
 

अ) दिर्घकालावधी बाजारपेठ	ब) अल्प कालावधी बाजारपेठ
क) अतिअल्प कालावधी बाजारपेठ	ड) हंगामी बाजारपेठ
- iii) एखाद्या प्रदेशांतर्गत होणाऱ्या बाजारपेठेस काय म्हणतात?
 

अ) स्थानिक बाजारपेठ	ब) राष्ट्रीय बाजारपेठ
क) जागतिक बाजारपेठ	ड) प्रादेशिक बाजारपेठ
- iv) आयात मुल्यापेक्षा निर्यात मुल्य जास्त असलेल्या व्यापाराचे नांव सांगा.
 

अ) जागतिक व्यापार	ब) अनुकूल संतुलीत व्यापार
क) प्रतिकूल संतुलीत व्यापार	ड) मुक्त व्यापार
- v) युरोपाचा आर्थिक समाज [EEC] व्यापार संघटना कधी स्थापन झाली.
 

अ) 1 जानेवारी 1968	ब) 1 जानेवारी 1958
क) 15 ऑगस्ट 1978	ड) 10 जानेवारी 1948
- vi) महाराष्ट्राच्या राजधानीचे शहर कोणते आहे?
 

अ) पुणे	ब) कानपूर
क) मुंबई	ड) जयपूर
- vii) पहेलगाम हे प्रसिद्ध पर्यटन केंद्र कोणत्या राज्यात आहे?
 

अ) उत्तरांचल	ब) जम्मू आणि काश्मीर
क) गोवा	ड) उत्तर प्रदेश
- viii) पर्यटन हा कोणत्या प्रकाचा व्यापार आहे?
 

अ) राष्ट्रीय व्यापार	ब) अदृष्ट व्यापार
क) दृष्ट व्यापार	ड) जागतिक व्यापार
- ix) बद्रिनाथ हे धार्मिक पर्यटन केंद्र कोणत्या राज्यात आहे?
 

अ) केरळ	ब) गोवा
क) उत्तरांचल	ड) दिल्ली
- x) ताडोबा हे कोणत्या प्राण्यासाठी प्रसिद्ध आहे?
 

अ) सिंह	ब) हत्ती
क) वाघ	ड) उंट



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प्र.2) खालील प्रश्नांची सविस्तर उत्तरे लिहा.

अ) जागतिकीकरण म्हणजे काय? जागतिकीकरणाचे स्वरूप विशद करा. [10]

किंवा

बाजारपेठेच्या रचनेवर परिणाम करणाऱ्या भौगोलिक घटकांचा वृत्तांत द्या.

ब) आंतरराष्ट्रीय व्यापार म्हणजे काय? आंतरराष्ट्रीय व्यापाराचे महत्व विशद करा. [10]

किंवा

गोव्याची प्रमुख पर्यटन केंद्रे कोणती आहेत.

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

अ) जागतिकीकरणाचे चांगले परिणाम विशद करा.

ब) दैनिक बाजारपेठ म्हणजे काय?

क) बाजारपेठेचे काय महत्व आहे?

ड) खनिजतेल निर्यातदार देशांच्या संघटनेची [OPEC] उद्दीष्टे काय आहेत?

इ) केरळमधील पर्यटन केंद्रांची माहिती द्या.

फ) भारतातील आधुनिक काळातील पर्यटनावर माहिती लिहा.





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Seat No.	
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**B.Com. (Part - I) (Semester - II) Examination, November - 2018**

**INSURANCE (Revised) (Paper - II)**

**Sub. Code : 59655**

**Day and Date : Saturday, 24 - 11 - 2018**

**Total Marks : 50**

**Time : 12.00 noon to 02.00 p.m.**

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

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

- a) State the merits of foreign direct Investment in Insurance sector.
- b) Explain the Marine perils.
- c) State the various reasons of forfeiture of fire Insurance policy.

**Q2) Explain the nature and protection given under crop Insurance. [10]**

**Q3) Describe the procedure of settlement of fire insurance claim. [10]**

**Q4) State the various types of marine insurance policy. [10]**

**Q5) Explain the organisation setup of Insurance Regulatory and development authority. [10]**

**Q6) Explain the protection under personal Accident and sickness insurance. [10]**

**Q7) Write short notes (any two) [10]**

- a) Contribution clause in fire insurance policy.
- b) Inchamaree clause in Marine Insurance policy.
- c) Demerits of foreign direct Investment.

**P.T.O.**



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## मराठी रूपांतर

सूचना :

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

- प्र.1) खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) [10]  
अ) विमाक्षेत्रातील थेट परकीय गुंतवणुकीचे फायदे सांगा.  
ब) सागरी धोके स्पष्ट करा.  
क) अग्नी विमापत्राच्या जप्तीची विविध कारणे सांगा.
- प्र.2) पीक विम्याचे स्वरूप व त्यातील संरक्षण स्पष्ट करा. [10]
- प्र.3) अग्नी विम्यातील दावा मिटविण्याच्या कार्यपध्दतीचे वर्णन करा. [10]
- प्र.4) सागरी विमा पत्राचे विविध प्रकार सांगा. [10]
- प्र.5) विमा नियामक आणि विकास प्राधिकरणाची संघटन रचना स्पष्ट करा. [10]
- प्र.6) वैयक्तिक अपघात आणि आजारपणाच्या विम्यांतर्गत दिले जाणारे विमा संरक्षण स्पष्ट करा. [10]
- प्र.7) टीपा लिहा. (कोणत्याही दोन) [10]  
अ) अग्नी विमापत्रातील वर्गणीचे तत्व.  
ब) सागरी विमा पत्रातील इंचमारी कलम.  
क) थेट परकीय गुंतवणूकीचे तोटे.

