

ब) खालील संकल्पना स्पष्ट करा.

04

1) व्यवस्थापन

2) संघटन

प्र.2 टिपा लिहा. (कोणतेही दोन)

06

अ) व्यवस्थापन प्रक्रिया

ब) निगम नियोजन

क) गाभाभूत सक्षमता

प्र.3 सी. के प्रल्हाद यांचे व्यवस्थापनातील योगदान स्पष्ट करा.

10

किंवा

व्यवस्थापनाचे स्वरूप विशद करा.

प्र.4 व्यावसायाची सामाजिक जबाबदारी लिहा.

12

किंवा

नियोजन म्हणजे काय हे सांगुन विभिन्न पातळीवरील नियोजनाचे प्रकार स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Principles of Business Management (Paper - I) (BCOM0104)**

Day & Date: Wednesday, 19-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) Planning is the _____ function of Business Management.
 - a) Primary
 - b) Subsidiary
 - c) Operative
 - d) Personal
- 2) _____ is the process of grouping of activities necessary to accomplish the goal and objectives.
 - a) Controlling
 - b) Motivating
 - c) Organizing
 - d) Planning
- 3) Management _____ involves the development of forecasts, objectives, policies, programmes, procedures, schedules and budget.
 - a) Planning
 - b) Decision Making
 - c) Motivation
 - d) Control
- 4) An identifiable group of people contributing their efforts towards the attainment of goals is called _____.
 - a) Management
 - b) Administration
 - c) Organization
 - d) Decision Making
- 5) The plan which includes objective, policy, procedure, and rule, is called _____.
 - a) Budget
 - b) All of The Options Are Correct
 - c) Programme
 - d) Strategy.
- 6) _____ is art, science and profession.
 - a) Administration
 - b) Management
 - c) Planning
 - d) Organization
- 7) The first stage in the process of decision-making is _____.
 - a) To Make Remedies
 - b) To Find Alternative
 - c) To Evaluate Alternatives
 - d) To Identify Problem
- 8) _____ is deciding in advance, the future course of action.
 - a) Planning
 - b) Decision Making
 - c) Controlling
 - d) Organizing

B) Explain the following concepts. 04

- 1) Management
- 2) Organization

Q.2 Write short notes. (Any 2) 06

- a) Process of Management
- b) Corporate Plan
- c) Core Competencies

- Q.3 Answer the following questions. (Any one)** **10**
- a) Explain the contribution of C. K. Pralhad in Management
 - b) Explain the nature of management?
- Q.4 Answer the following questions. (Any one)** **12**
- a) Explain the social Responsibility of Business.
- OR**
- b) Explain the meaning of Planning and state the different types of Planning

Seat No.	
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B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Financial Accounting P – I (BCOM0102)

Day & Date: Thursday, 20-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple Choice Questions.

08

- 1) _____ are the systems of accounting.
 - a) Cash
 - b) Mercantile
 - c) Both a and b
 - d) None of the above
- 2) _____ is not a type of account.
 - a) Personal
 - b) Real
 - c) Nominal
 - d) None of the above
- 3) Total Profit / Number of Years = _____.
 - a) Total Profit
 - b) Goodwill
 - c) Average Profit
 - d) Super Profit
- 4) A excess profit earned by a business entity over other similar business entities is called as _____.
 - a) Nominal Profit
 - b) Super Profit
 - c) Average Profit
 - d) Previous Profit
- 5) On transfer of all assets to realization account _____ account will be debited.
 - a) Realization
 - b) Cash
 - c) Assets
 - d) Any one of the above
- 6) Conversion is made for _____.
 - a) Expansion in Capital
 - b) Expansion in Business
 - c) Expansion in Geographical Area of Business
 - d) All of the above
- 7) Salary paid by cooperative society to their employees will be debited to _____ account.
 - a) Cash
 - b) Trading
 - c) Profit and Loss
 - d) Manufacturing
- 8) Closing cash with cooperative society will be presented to _____ side of Balance Sheet.
 - a) Liabilities
 - b) Assets
 - c) Debit
 - d) Credit

B) Explain the following concepts.

04

- 1) State any two examples of Real Account.
- 2) Explain Super Profit

Q.2 Write Short Note/Short Answer/Short Problem (any two).

a) Classify the following account in Personal, Real and Nominal Accounts.

Building Account	Cash Account	Sadanand Account
State Bank of India Account	Rent Account	Salary Account

b) From the following information calculate value of goodwill of Kiran Enterprises.

Profit for past years	
2019-20	10,000
2020-21	5,000
2021-22	10,000
2022-23	5,000
Number of Years Purchase	2 Years.

c) From the following information compute value of Purchase Consideration by Net Payment Method:

Agreed Value of Assets taken by Company	
Land and Building	15,00,000
Plant and Machinery	10,00,000
Vehicles	5,00,000
Agreed Values of Liabilities taken by Company	
Sundry Creditors	5,00,000

Q.3 Long Answer/Problem.

From the following particulars determine the value of goodwill by

a) Average Profit Method,

b) Super Profit Method

Previous Profits of Business Entity

Profit for past years	
2019-20	1,00,000
2020-21	50,000
2021-22	20,000

Normal Rate of Return - 10%

Number of Year Purchase - 3 Years

Capital Employed by Business - Rs. 1,00,000/-

Q.4 Answer any one of the following (Long Answer/Problem).

a) From the following trial balance of Janta Consumers Cooperative Society Limited for the year ended 31st March 2023 prepare Trading Account, Profit and Loss Account for the year ended 31st March 2023 and Balance Sheet as on that date.

Trial Balance

Particulars	Debit Amt Rs	Credit Amt Rs
Share Capital	-	16,11,269.00
Reserve Fund	-	2,00,000.00
Purchases	6,25,030.00	-
Stock	22,152.00	-
Carriage	23,362.00	-
Salaries and Allowances	2,425.00	-
Building Funds	-	63,252.00
Staff Provident Fund	-	25,825.00
Sales	-	22,35,252.00
Bad Debts	1,252.00	-
Postage and Courier	5,525.00	-

Machinery	20,32,502.00	-
Travelling Expenses	12,252.00	-
Bonus to Employees	45,552.00	-
Printing and Stationery	51,256.00	-
Insurance	6,558.00	-
Building	11,24,020.00	-
Furniture	1,23,658.00	-
Sundry Debtors	25,256.00	-
Sundry Creditors	-	33,625.00
Fixed Deposit with Bank	22,320.00	-
Sundry Expenses	11,458.00	-
Transfer Fees	-	2,332.00
Cash in Hand	23,252.00	-
Cash with SBI	11,425.00	-
Bank Charges	2,300.00	-
Total	41,71,555.00	41,71,555.00

Additional Information:

Stock on 31/03/2023 was Rs. 2,52,300/-

Salary was outstanding for the previous year amounted to Rs. 5,000/-

Postage was prepaid to the extent Rs. 525/-

Charge depreciation on Building by Rs. 24,020/- and on Furniture by Rs. 23,658/-

Audit Fee was unpaid for the year amounted to Rs. 10,000/-

- b) A and B sharing profits and losses equally, decided to convert their business into a limited company named AB Ltd. on 31/03/2023 their Balance Sheet was as follows:

Liabilities	Rs.	Assets	Rs.
Capital		Building	40,000
A	51,000	Plant	30,000
B	39,000	Furniture	5,000
Bills Payable	5,000	Debtors	28,000
Creditors	25,000	Stock	10,000
		Bank	7,000
	1,20,000		1,20,000

AB Limited agreed to take over all the assets and liabilities at the values stated below:

Building 42,000/-

Plant 25,000/-

Furniture 4,340/-

Stock 8,000/-

Debtors subject to provision for doubtful debts at 3% and Creditors at a discount of 2%

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

The company issued for cash 3,000 equity shares at Rs. 12/- to the public.

All these shares were taken up and paid for.

Give Journal Entries.

Seat No.	
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B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
ENGLISH (COMP)
Literary Voyage (BCOM0101)

Day & Date: Friday, 21-07-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) 'The Birth of Khadi' was actually a speech delivered for the _____ of Khadi.
 - a) Demotion
 - b) Promotion
 - c) Degradation
 - d) Suspension
- 2) Khushwant Singh had been away from his grandmother for _____ years.
 - a) Three
 - b) Four
 - c) Five
 - d) Six
- 3) Rabindranath Tagore was awarded the Nobel Prize for his work _____ in 1913.
 - a) Manasi
 - b) Gitimalya
 - c) Sonar Tari
 - d) Gitanjali
- 4) 'The Lotus' is a poem that tells the story of the _____ of the lotus.
 - a) Creation
 - b) destruction
 - c) Wreck
 - d) Revenge
- 5) The father was upset with his son, because the son had _____.
 - a) obeyed him
 - b) disobeyed him
 - c) injured him
 - d) slapped him
- 6) She is an _____ national player.
 - a) Pre-
 - b) Sub-
 - c) Inter-
 - d) Dis-
- 7) In the word 'beautiful' the element '-ful' is an example of a _____.
 - a) Prefix
 - b) Suffix
 - c) both a and b
 - d) None of the above
- 8) If you finish your homework quickly you can go to play. The underlined word in this sentence is _____.
 - a) an article
 - b) a verb
 - c) a pronoun
 - d) an adverb

B) Write short note on the following. 04

- a) Symbolic meaning of the lotus flower.
- b) Significance of the title of poem '*The Toys*'.

- Q.2 Answer the following questions in brief. (Any two) 06**
- a) According to Gandhi, What is the most deep - seated disease in India?
 - b) Describe the character of grandmother.
 - c) Why does Rabindranath Tagore want to experience the moments of failure in life?
- Q.3 Answer the following question. 10**
Write in detail about intrapersonal skills and strategies to improve them
- Q.4 Answer the following Question. (Any one out of two) 12**
- a) Describe the process of Communication with its components.
 - b) Explain the principles of effective communication.

Seat No.	
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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Marathi (BCOM0107)**

Day & Date: Saturday, 22-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 अ) योग्य पर्याय निवडा.

08

- 1) महानुभव पंथाचे मुख्य प्रवर्तक कोण आहेत?
 - अ) चक्रधर
 - ब) म्हाडंभट
 - क) गोविंदप्रभू
 - ड) गुंडमराऊळ
- 2) विजया जहागिरदार यांचा जन्म केव्हा झाला?
 - अ) 1930
 - ब) 1935
 - क) 1932
 - ड) 1940
- 3) गोपाळ हरी देशमुख यांचे टोपण नाव काय?
 - अ) गोपाळराव
 - ब) लोकहितवादी
 - क) लोकमतवादी
 - ड) लोकमान्य
- 4) गवनेर हा कथासंग्रह कोणी लिहला आहे?
 - अ) रफिक सुरज
 - ब) पु. ल. देशपांडे
 - क) विजया जहागिरदार
 - ड) आप्पासाहेब खोत
- 5) चांगदेवपासष्टी हा ग्रंथ कोणी लिहला आहे?
 - अ) संत ज्ञानेश्वर
 - ब) संत नामदेव
 - क) संत तुकाराम
 - ड) संत एकनाथ
- 6) सत्यशोधक समाज नावाची संस्था कोणी स्थापन केली?
 - अ) लोकहितवादी
 - ब) म. फुले
 - क) लोकमान्य टिळक
 - ड) न्या. रानडे
- 7) 1988 साली वि. वा. शिरवाडकर यांना कोणता पुरस्कार मिळाला आहे?
 - अ) पद्मश्री
 - ब) ज्ञानपीठ
 - क) पद्मभूषण
 - ड) महाराष्ट्रभूषण
- 8) 'टाहोरा' हा कवितासंग्रह कोणी लिहला आहे?
 - अ) कुंजविहारी
 - ब) त्र्यंबक सपकाळे
 - क) अनिल साबळे
 - ड) गोविंदाग्रज

ब) दोन ते तीन वाक्यात उत्तरे लिहा.

04

- अ) संत एकनाथांनी कोणती नीति सांगितली आहे?
- ब) गोविंदाग्रजांच्या काव्यलेखनाची वैशिष्ट्ये लिहा.

- प्र.2** थोडक्यात उत्तरे लिहा. (कोणतेही दोन) **06**
- अ) कार्यक्रमाच्या रूपरेषेचे स्वरूप लिहा.
ब) अनगड कथेत व्यापारी वृत्तीचे कसे दर्शन घडते ते लिहा.
क) 'विठू माझा लेकुरवाळा' या अभंगातील संतांचे महत्व स्पष्ट करा.
- प्र.3** पु. ल. देशपांडे यांच्या 'परोपकारी गंपू' या कथेतील विनोदाचे स्वरूप स्पष्ट करा. **10**
- प्र.4** अ) 'भेटेन नऊ महिन्यांनी' या कवितेतील राष्ट्रभक्तीचे वर्णन लिहा. **12**
ब) सुत्रासंचालन म्हणजे काय? ते सांगून सूत्रसंचालकाकडे कोणते गुण आवश्यक आहेत ते लिहा.

प्र.2 लघुत्तरी प्रश्न:

- 1) भक्तिन का परिचय
- 2) निंदा रस निबंध का व्यंग्य
- 3) 'कविता की जरूरत' कविता का सार
- 4) 'हिंदी दिवस समारोह' का वृत्तांत लिखिए।
- 5) निम्नलिखित शब्दावली के हिंदी पर्यायी शब्द लिखिए :-
 - अ) Buyer
 - ब) Collector
 - क) Dectect
 - ड) Impost
- 6) पल्लवन की प्रविधि

प्र.3 दीर्घोत्तरी प्रश्न:-**10**

- 1) 'नमक' कविता का आशय लिखिए।
अथवा
- 2) 'मारे जाएँगे' कविता का भावार्थ लिखिए।

प्र.4 दीर्घोत्तरी प्रश्न**10**

'उसने कहा था' कहानी की तत्वों के आधार पर समिक्षा कीजिए।

Seat
No.

B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Urdu Prose & Poetry (BCOM0108)

Day & Date: Saturday, 22-07-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

08

سوال نمبر 1. (A) صحیح متبادل کا انتخاب کر کے جوابات لکھیے۔

(1) "استاد کی تلاش" یہ مضمون ----- کا لکھا ہوا ہے۔

- (A) ڈپٹی نذیر احمد۔
 (B) مرزا فرحت اللہ بیگ۔
 (C) عبدالرحمن بجنوری۔
 (D) محمد حسین آزاد۔

(2) زندگی کی کامیابیاں کوشش اور ----- سے حاصل ہوتی ہیں۔

- (A) عقل۔
 (B) ترقی۔
 (C) عمل۔
 (D) علم۔

(3) جن لوگوں نے مصیبتوں کی صفوں کو چیر کر آگے بڑھے ان کے عزم راسخ کے سامنے ----- پانی ہو کر بہ گئے۔

- (A) پتھر۔
 (B) چٹانیں۔
 (C) پہاڑ۔
 (D) چشمے۔

(4) "مامون کا فضل و کمال اور عام اخلاق و عادات" اس مضمون کے مصنف ----- ہیں۔

- (A) علامہ شبلی نعمانی۔
 (B) مولوی نذیر احمد۔
 (C) محمد حسین آزاد۔
 (D) مرزا فرحت اللہ بیگ۔

(5) انگریزی حکومت نے مولوی نذیر احمد کو ----- کے خطاب سے نوازا۔

- (A) ملک الشعراء۔
 (B) شمس العلماء۔
 (C) شمس تبریزی۔
 (D) فخر ملت۔

(6) 1903ء میں مصنف اور میاں دانی نے ----- سے ایف۔ اے کا امتحان پاس کیا تھا۔

- (A) فورٹ ولیم کالج۔
 (B) محمدن اورینٹل کالج۔
 (C) جین کالج، بنارس۔
 (D) ہندو کالج، دہلی۔

- ब) पुढील संकल्पना स्पष्ट करा. 04
- 1) बाजारपेठेची मागणी संकल्पना स्पष्ट करा.
 - 2) बोधचिह्न संकल्पना स्पष्ट करा.

प्र.2 टिपा लिहा. (कोणत्याही दोन) 06

- अ) औद्योगिक वस्तू
- ब) किंमतीचे महत्त्व
- क) चिन्हनाम आणि बोधचिन्ह यातील फरक

प्र.3 नविन वस्तू नियोजन आणि विकासाची प्रक्रिया स्पष्ट करा. 10

प्र.4 खालील प्रश्नाचे उत्तर लिहा. (कोणताही एक) 12

विपणनाची व्याख्या करा? विपणनाचे स्वरूप आणि व्याप्ती स्पष्ट करा.

किंवा

वस्तू जीवन चक्र म्हणजे काय सांगून वस्तू जीवन चक्राच्या विविध अवस्था स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Principles of Marketing (BCOM0105)**

Day & Date: Saturday, 22-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) _____ is a creation and delivery of a standard of living to society.
 - a) Production
 - b) Financing
 - c) Consumption
 - d) Marketing
- 2) Registration of brand name is _____.
 - a) Compulsory
 - b) Mandatory
 - c) Optional
 - d) None of these
- 3) In _____ market, most transactions are in cash.
 - a) Retail
 - b) Wholesale
 - c) Future
 - d) None of these
- 4) Money market is the type of _____.
 - a) Capital market
 - b) Wholesale market
 - c) Retail market
 - d) Commodity market
- 5) Competition in market is the _____ factor that affects price of the product.
 - a) Important
 - b) External
 - c) Internal
 - d) None of these
- 6) _____ market segmentation considers emotions, behavior, and mind.
 - a) Geographical
 - b) Demographic
 - c) Psychological
 - d) Social
- 7) The term 'Market' is derived from the _____ word 'bazaar'.
 - a) Sanskrit
 - b) Persian
 - c) Latin
 - d) Marathi
- 8) _____ is the ending point of marketing.
 - a) Customer satisfaction
 - b) identifying need of customer
 - c) both a) and b)
 - d) None of these

b) Explain the following concepts. 04

- 1) Explain the demand concept of Market.
- 2) Explain the trademark concept.

Q.2 Write short note (any two) 06

- a) Industrial goods.
- b) Importance of Price
- c) Difference between brand and trademark

Q.3 Explain the process of new product planning and development 10

Q.4 Answer the following questions (any one)

Define marketing? Explain the nature and scope of marketing.

OR

Define Product Life Cycle and explain its various stages.

- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
अ) किंमत-उत्पन्न रेषा
ब) व्यवसायिक अर्थशास्त्राचे स्वरूप
क) मुक्त बाजार अर्थव्यवस्था
- प्र.3 समवृत्ती वक्राची वैशिष्ट्ये स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
अ) मागणीच्या लवचिकतेचे प्रकार स्पष्ट करा.
ब) अर्थशास्त्र आणि व्यवसायिक अर्थशास्त्र यांच्यातील फरक स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Business Micro Economics Paper-I (BCOM0103)**

Day & Date: Sunday, 23-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

- 1) In free market economy _____ is the king.
 - a) Producer
 - b) Seller
 - c) Consumer
 - d) All the above
- 2) Indifference curves are _____ to the origin.
 - a) Concave
 - b) Convex
 - c) Parallel
 - d) None of these
- 3) The concept of elasticity of demand is related to _____.
 - a) Adam Smith
 - b) J. B. Say
 - c) Keynes
 - d) Dr. Marshall
- 4) _____ published 'Marginal Economics' book in the year 1951.
 - a) Marshall
 - b) Edgeworth
 - c) Gadgil
 - d) Joel Dean
- 5) In free market economy demand and _____ is adjusted by price mechanism.
 - a) Government
 - b) Producer
 - c) Supply
 - d) none of these
- 6) Utility analysis is based on _____.
 - a) Marginal utility
 - b) Cardinal Utility
 - c) Ordinal Utility
 - d) None of these
- 7) Price income line is also called as _____.
 - a) Demand Line
 - b) Supply Line
 - c) Budget Line
 - d) None of these
- 8) Perfect inelastic demand curve is always parallel to _____.
 - a) 'X' axis
 - b) 'Y' axis
 - c) Origin
 - d) None of these

B) Explain Following Concepts: 04

- 1) Demand Forecasting
- 2) Income elasticity of demand

Q.2 Write short Notes (any two) 06

- a) Price income line
- b) Nature of Business economics
- c) Free Market economy

Q.3 Explain the features of indifference curve. 10

Q.4 Answer any one of the following questions.

- a)** Explain the types of elasticity of demand.
- b)** Explain the difference between Economics and business economics.

Q.3 Attempt any two of the following questions.

06

- a) The compound interest on the sum of Rs. 7865 for 3 years at Find $3\frac{1}{2}\%$ p.a
- b) Draw the graphs for the following inequalities and the indicate common region
 $x + 4y \leq 12$
 $2x + 5y \leq 20$
 $8 \geq x \geq 1, y \geq 0$
- c) Solve the following equations by using Cramer's rule,
 $7x - 8y + 10 = 0$
 $x + y = 5$

Q.4 Attempt the following question.

10

Find the inverse of the following matrix by adjoint method

$$\begin{bmatrix} 2 & 1 & 3 \\ 3 & 1 & 2 \\ 1 & 2 & 3 \end{bmatrix}$$

Q.5 Attempt any one of the following questions.

12

- a) Solve the graphically to find the Maximise value of,
 $z = 2x + 1y$
 subject to,
 $x + y \leq 5$
 $x + 2y \leq 8$
 $x \geq 0, y \geq 0$

OR

- b) i) A man deposits Rs. 100 on the first of every month, for a year with a bank at 6% p.a. Simple interest, find the amount on his account at the end of the year.
- ii) If for an A.P. Common difference is 10 and sum unto 30 terms is 4500 find term 'a' and T_{20}

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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Insurance Paper-I (BCOM0111)**

Day & Date: Monday, 24-07-2023

Max. Marks: 40

Time: 09:00 AM To 11:00 AM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — विमा प्रतिनिधी कामासाठी मार्गदर्शक तत्त्वे आहेत.
अ) विमा करार ब) डिस्चार्ज फॉर्म
क) प्रशिक्षण ड) आचारसंहिता
 - 2) वार्षिक प्रिमियर पेमेंटसाठी — सवलतीचे दिवस दिले जातात.
अ) 10 ब) 15
क) 45 ड) 30
 - 3) विमा एजंटला विमा व्यवसाय करण्यासाठी — दिले जाते.
अ) पगार ब) सवलत
क) कमिशन ड) प्रीमियम
 - 4) जन्म दाखला — चा पुरावा म्हणून LIC द्वारे स्वीकारले जाते.
अ) प्रीमियम पावती ब) अहवाल
क) वय ड) परवाना
 - 5) जीवन विमा पॉलिसी घेण्याचे पहिले पाऊल म्हणजे —
अ) प्रस्ताव फॉर्म भरणे ब) प्रीमियम भरणे
क) वैद्यकीय तपासणी ड) विमा एजंटची निवड
 - 6) भारतात विमा कायदा — साली मंजूर झाला.
अ) 1938 ब) 1948
क) 1958 ड) 1983
 - 7) — हे विम्याचे वैशिष्ट्य आहे.
अ) नुकसान भरपाई ब) सामूहिक सहकार्य
क) व्यवसाय ड) सर्व
 - 8) विम्यामुळे समाजात — ची भावना वाढते.
अ) सहकार्य ब) बंधुता
क) आनंद ड) सुरक्षते

ब) खालील संकल्पना स्पष्ट करा.

04

- 1) पुनर्विमा
- 2) मुदती विमा

प्र.2 लहान टिपा लिहा. (कोणत्याही दोन)

06

- 1) आजीव विम्याची वैशिष्ट्ये
- 2) सामूहिक विम्याचे महत्त्व
- 3) अभिहस्तंकन

प्र.3 विम्याची प्राथमिक आणि दुय्यम तत्त्वे स्पष्ट करा.

10

प्र.4 आयुर्विमा घेण्याची कार्यपद्धत स्पष्ट करा.

12

किंवा

विमा प्रतिनिधीची आचारसंहिता स्पष्ट करा.

Seat
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**B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Insurance Paper-I (BCOM0111)**

Day & Date: Monday, 24-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) _____ is the guidelines for insurance agents work.
 - a) Insurance Contract
 - b) Discharge Form
 - c) Training
 - d) Code of Conduct
- 2) For yearly premium payment _____ grace days are given.
 - a) 10
 - b) 15
 - c) 45
 - d) 30
- 3) For Insurance agents given to conduct insurance business.
 - a) Salary
 - b) Discount
 - c) Commission
 - d) Premium
- 4) Birth Certificate is accepted as proof of _____ by LIC.
 - a) Premium Receipt
 - b) Report
 - c) Age
 - d) License
- 5) First step of taking life insurance policy is _____.
 - a) To fill proposal form
 - b) Payment of premium
 - c) Medical Examination
 - d) Selection of Insurance Agent
- 6) Insurance act passed in India in the year _____.
 - a) 1938
 - b) 1948
 - c) 1958
 - d) 1983
- 7) _____ is the feature of insurance.
 - a) Claim Settlement
 - b) Collective Cooperation
 - c) Business
 - d) All
- 8) Insurance increases feeling of _____ in society.
 - a) Cooperation
 - b) Brotherhood
 - c) Happiness
 - d) Security

B) Explain the following concepts. 04

- 1) Reinsurance
- 2) Term Insurance

Q.2 Write Short Notes. (Any Two) 06

- a) Features of Whole Life Policy
- b) Importance of Group Insurance
- c) Assignment

Q.3 Explain the Primary and Secondary principles of Insurance. 10

Q.4 Explain the Procedure of taking Life Insurance Policy. 12

OR

Explain the Code of Conduct of Insurance Agent.

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) आंतरराष्ट्रीय व्यापार
 - 2) साधनसंपत्ती

- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- 1) साधनसंपत्तीचे संवर्धन
 - 2) ओपेक
 - 3) व्यापारी भूगोलाची व्याप्ती

- प्र.3 आर्थिक क्रिया म्हणजे काय सांगून आर्थिक क्रियांचे वर्गीकरण करा. 10

- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे सविस्तर उत्तर लिहा. 12
- जागतिकीकरण म्हणजे काय ते सांगून भारतीय अर्थव्यवस्थेवर जागतिकीकरणाचा झालेला परिणाम स्पष्ट करा.

किंवा

साधनसंपत्तीचे वर्गीकरण स्पष्ट करा.

Seat No.	
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B.Com. (Semester - I) (New) (CBCS) Examination: March/April-2023
Geography (Commercial & Marketing)
Commercial Geography - Paper I (BCOM0112)

Day & Date: Monday, 24-07-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) The study of economic activity is done in _____ Geography.
 - a) Agriculture
 - b) Economic
 - c) Industrial
 - d) Commercial
- 2) Commercial Geography is a sub-branch of _____ Geography.
 - a) Economic
 - b) Industrial
 - c) Physical
 - d) Agriculture
- 3) Mining is a _____ economic activity.
 - a) Primary
 - b) Secondary
 - c) Tertiary
 - d) Quarternary
- 4) _____ is the everlasting resources of wealth.
 - a) Plant
 - b) Animal
 - c) Mineral
 - d) Water
- 5) The head office of World Trade Organization is in _____.
 - a) Paris
 - b) London
 - c) Geneva
 - d) Mumbai
- 6) The permanent member of nine countries is in _____ trade organization.
 - a) WTO
 - b) OPEC
 - c) UNCTAD
 - d) EEC
- 7) _____ is the latent resources.
 - a) Fallow land
 - b) Solar energy
 - c) Water
 - d) Plants
- 8) Indian economy are depend on _____.
 - a) Industries
 - b) Trade
 - c) Agriculture
 - d) Fishing

B) Explain the following concepts. 04

- 1) International trade
- 2) Resources

Q.2 Write Short Notes. (Any Two) 06

- a) Conservation of Resources
- b) OPEC
- c) Scop of commercial Geography

Q.3 State what is economic activities? Explain it's classification. **10**

Q.4 **Answer any one of the following.** **12**

What is Globalization? Describe the effect of globalization on India economy.

OR

Explain the classification of resources.

- ब) थोडक्यात टिपा लिहा. 04
- 1) व्यवसाय व्यवस्थापन
 - 2) निर्णय घेण्याची व्याख्या करा.
- प्र.2 थोडक्यात टिपा लिहा. (कोणतेही दोन) 06
- अ) व्यवस्थापनाचे स्वरूप
 - ब) नियोजनाचे वैशिष्ट्ये
 - क) निर्णय घेण्याचा महत्त्व
- प्र.3 हेनरी फेयोल यांची व्यवस्थापनाची 14 तत्वे सांगा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- नियोजनाचा अर्थ स्पष्ट करा व नियोजनाचे विविध प्रकार सांगा.
- किंवा**
- संघटन म्हणजे काय? संघटन प्रक्रिया स्पष्ट करा.

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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Principles of Business Management (19405103)**

Day & Date: Wednesday, 19-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

- 1) _____ is the obligation of an individual to perform assigned duties or work.
 - a) Authority
 - b) Responsibility
 - c) Power
 - d) Centralisation
- 2) Systematic delegation of authority in an organisation is called as _____.
 - a) Centralisation
 - b) De-Centralisation
 - c) Division of labour
 - d) Departmentation
- 3) _____ planning elements is expressed in numerical terms.
 - a) Objectives
 - b) Budget
 - c) Policies
 - d) Rules
- 4) Good plan is that plan which consist of _____.
 - a) Simplicity
 - b) Flexibility
 - c) Balanced
 - d) All of the above
- 5) Chairman of the company is included in _____.
 - a) Top-level Management
 - b) Middle-level Management
 - c) Low-level Management
 - d) All of the above
- 6) _____ is art, science and profession.
 - a) Organization
 - b) Planning
 - c) Management
 - d) Controlling
- 7) The first stage in the process of decision making is _____.
 - a) To Identify Problem
 - b) To Make Remedies
 - c) To Find Alternative
 - d) All of the above
- 8) Production management, marketing management, personnel management, and financial management are the _____ of management.
 - a) Principles
 - b) Types
 - c) Functional areas
 - d) Nature

B) Explain the following concepts. 04

- 1) Business management.
- 2) Define decision making.

Q.2 Write short note / Short answer / Short problem (Any Two). 06

- a) Nature of management.
- b) Features of planning.
- c) Importance of decision making.

- Q.3** Explain the 14 Management principle of Henry Fayol. **10**
- Q.4** **Answer any one of the following (Long answer/Problem).**
- a) Explain the meaning of planning and state the different types of planning. **12**
- OR**
- b) What is organization? Explain the process of organization.

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B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Financial Accounting P-I (19405102)

Day & Date: Thursday, 20-07-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the given below. 08

- 1) Income and Expenditure Account is maintained by _____.
 a) Professionals b) Trading organizations
 c) Sole traders d) Non-profit organizations
- 2) According to _____ convention the policy once adopted should not generally be changed.
 a) Conservatism b) Consistency
 c) Full disclosure d) Materiality
- 3) Accounting is commonly referred to as the _____ of business.
 a) Part b) Transaction
 c) Language d) Activity
- 4) Price payable to a partnership firm for purchase of its business is called _____.
 a) Purchase consideration b) Purchase list
 c) Purchase invoice d) Purchase order
- 5) Debit balance of Realization Account shows _____ on Realization.
 a) Cost b) Capital
 c) Profit d) Loss
- 6) According to Rule _____ every Co-operative Society is required to maintain the required books of accounts and registers.
 a) 68 b) 67
 c) 66 d) 65
- 7) _____ accounting is recording of the financial transactions to find out the financial position of the business on the last day of the Financial Year
 a) Cost b) Management
 c) Social d) Financial
- 8) Accumulated profits are transferred to Capital Accounts of partners in their _____ ratio.
 a) Capital b) Sacrifice
 c) Gain d) Profit sharing

B) Explain the following concepts. 04

- 1) Going concern concept
- 2) Realization Concept

Q.2 Write short notes. (Any 2)

06

- a) Purchase Consideration
- b) Difference between Book keeping and Accountancy
- c) Users of Accounting Information

Q.3 Answer the following

10

A and B were partners sharing profits and losses in the ratio of 3:1 and C and D were partners sharing profits and losses equally. Following were their Balance Sheet as on 31.3.2021.

Balance Sheets

Liabilities	A&B Rs.	C&D Rs.	Assets	A&B Rs.	C&D Rs.
Creditors	10,000	15,000	Plant & Machinery	20,000	27,000
Bills Payable.	4,000	8,000	Furniture	12,000	9,000
Mrs. B's Loan	10,000	-	Stock	20,000	24,000
Mrs. D's Loan	-	7,000	Debtors	19,000	17,000
Outstanding Rent	2,000	1,500	Fixtures	1,600	1,200
Capital Account			Cash in Hand	3,400	3,300
A	30,000				
B	20,000				
C	-	25,000			
D	-	25,000			
	76,000	81,500		76,000	81,500

The two firms amalgamated on the following terms:

- 1) Mr. B agreed to pay Mrs. B's Loan and Mr. D agreed to pay Mrs. D's Loan
- 2) Outstanding Rent was paid in full by the respective firms.
- 3) Creditors of both the firms were taken by the new firm at a discount of 5%.
- 4) Plant and Machinery is subject to 5% depreciation of both the firms.
- 5) Furniture of C & D was sold in the market for Rs. 8,000 and furniture of A&B was not taken over by the new firm.
- 6) Fixtures were not taken over by the new firm.
- 7) Stock of A & B was valued at Rs. 22,100 and Stock of C& D was valued at Rs. 21,000.

You are required to prepare Revaluation Accounts, Partner's Capital A/C 's in the books of both the firms and Balance Sheet of the new firm.

Q.4 a) Samarth Club Akkalkot prepared the following Receipts and Payments A/C for the year ended 31.3.2021

12

**Receipts and Payments Account
For the year ended 31.3.2021.**

Receipts	Rs.	Payments	Rs.
To Cash in hand 1.4.2020	150	By Salaries	3,000
To Cash at Bank 1.4.2020	1,670	By Repairs	1,400
To Subscriptions	5,600	By Purchase of Second-hand Motor Car	9,500
To Donations	7,000	By Sundry Exps.	500
To Social Events	3,000	By Postage and stationery	500

		By Insurance	200
		By Social Event Exps.	1,600
		By Cash in hand 31.3.2021	220
		By Cash at Bank 31.3.2021	500
	17,420		17,420

You are given the following additional information.

- 1) Subscription Rs. 1,400 is outstanding on 31.3.2021 and subscription of Rs. 400 are received in advance.
- 2) Rs. 1,000 and Rs. 600 is to be provided for depreciation on Leasehold Premises and Equipment respectively.
- 3) As on 31.3.2021 the book values of fixed assets were Leasehold Premises Rs. 24,000 and Equipment Rs.8, 000.
- 4) Insurance prepaid up to 30th June 2021 Rs. 50.
- 5) Capitalize Donations.

You are required to prepare:

- a) A statement showing Capital Fund of the club as on 1.4.2020.
- b) The Income and Expenditure Account for the year ended 31.3.2021.
- c) The Balance Sheet as on 31.3.2021.

OR

- b) Explain Appropriation of Net profit and procedure of preparation of final accounts of cooperative societies.

Q.3 Answer the following questions. (Any 1) 10

- 1) What is communication? Describe the process of communication in detail.
- 2) You went to a vegetable market as your mother asked you to purchase fresh vegetables. Prepare a description of your 'Visit to a Vegetable Market' based on what you have noticed there.

Q.4 Write a narrative on 'Your first day experience at college'. You may use the following points. 10

First day at college-What happened? Where and when did it happen?-What happened after the event?-How did you feel?

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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Marathi (19405106)**

Day & Date: Saturday, 22-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा.

08

- 1) शतपत्रे कोणी लिहिली?

अ) म. फुले	ब) विठ्ठल रामजी शिंदे
क) लोकहितवादी	ड) विष्णूशास्त्री चिपळुणकर
- 2) महानुभाव पंथाचे संस्थापक कोण?

अ) गोविंद प्रभू	ब) चक्रधर स्वामी
क) म्हांईभट	ड) नागदेवाचार्य
- 3) परोपकारी गंपू हे व्यक्तिचित्रण पु. लं देशपांडेच्या कोणला ग्रंथातील आहे.

अ) बटाटयाची चाळ	ब) असा मी असामी
क) व्यक्ती आणि वल्ली	ड) एक शून्य मी
- 4) कर्मवीर भाऊराव पाटील यांच्यावरचा 'देवमाणूस' हा चरित्र ग्रंथ कोणी लिहिला?

अ) आप्पासाहेब खोत	ब) रफिक सुरज
क) पु. ल. देशपांडे	ड) आनंद यादव
- 5) जनाबाई यांचे मुळ गाव कोणते?

अ) गंगापूर	ब) गाणगापूर
क) गणापूर	ड) गंगाखेड
- 6) संत एकनाथ यांचा जन्म कोठे झाला?

अ) पंढरपूर	ब) देहू
क) पैठण	ड) आळंदी
- 7) 'शेतकऱ्याचा आसूड' हा ग्रंथ कोणी लिहिला?

अ) विनोबा भावे	ब) म. फुले
क) शरद जोशी	ड) शरद सोनवणे
- 8) इंटरनेटद्वारे केलेल्या खरेदी व विक्रीस काय म्हणतात?

अ) ई-मेल	ब) इ-आर्ट्स
क) ई-रिडिंग	ड) ई-कॉमर्स

- प्र.2** खालीलपैकी कोणत्याही चार प्रश्नांची थोडक्यात उत्तरे लिहा. **12**
- अ) रफिक सूरज यांच्या ग्रंथाची नावे लिहा.
ब) त्र्यंबक सपकाळे यांच्या 'माणूस कवितेची वैशिष्ट्ये लिहा.
क) अखेर कमाई या कवितेचा आशय लिहा.
ड) 'वारणी' कथेतील व्यक्ती चित्रणाची नावे लिहा.
इ) विजया जहागीरदार यांच्या ग्रंथाची नावे लिहा.
ई) ई-रीडिंगचे फायदे लिहा.
- प्र.3** थोडक्यात उत्तरे लिहा. (कोणतेही दोन) **10**
- अ) लोकहितवादी यांना नविन ग्रंथाची आवश्यकता का वाटते?
किंवा
ब) शिक्षणापासून वंचित राहणाऱ्या कुटुंबाची शोकांतिका प्रगती पुस्तक या कवितेत कशी आली आहे ते लिहा.
- प्र.4** बदलत्या समाजजीवनाचे चित्रण 'वाटणी' कथेत कसे आले आहे ते लिहा. **10**

प्र.2 निम्नलिखित प्रश्नों के उत्तर लिखिए। (6 में से 4)

अ) निम्नलिखित अंग्रेजी शब्द का हिंदी अर्थ लिखिए।

- 1) Discipline -
- 2) Agreement-
- 3) Translator-

ब) निम्नलिखित अंग्रेजी परिच्छेद का हिंदी भाषा में अनुवाद कीजिए।

There are basic things that man requires food. Clothing and shelter. Man has always worked hard for these things. In fact while trying to satisfy these needs prehistoric man laid the foundation of civilization. He learned to make weapons to kill animals for his food and tools to help make clothing and shelter.

- क) 'बच्चे काम पर जा रहे हैं' कविता के बाल-मजदूर का वर्णन लिखिए।
- ड) 'बीती विभावरी जाग री' कविता के शिर्षक की सार्थकता को स्पष्ट कीजिए।
- इ) 'बैलगाडी से यात्रा' के गाडीवान का वर्णन कीजिए।
- ई) 'प्रेत का बयान' कविता से स्कूल मास्टर का वर्णन कीजिए।

प्र.3 अ) 'जो ठोकर खाते हैं' इस कविता का उद्देश्य स्पष्ट कीजिए।

10

अथवा

ब) 'ईदगाह कहानी के हामिद का चरित्र- चित्रण कीजिए।

प्र.4 'मंगर' का चरित्र-चित्रण कीजिए।

10

Seat
No.

B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
URDU

Modern Urdu Prose (19405108)

Day & Date: Saturday, 22-07-2023

Max. Marks: 40

Time: 9:00 AM To 11:00 AM

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

08

سوال نمبر 1. (A) صحیح متبادل کا انتخاب کر کے جوابات لکھیے۔

(1) مولوی عبدالحق کے خاکوں کا مجموعہ ----- کے نام سے شہرت پایا ہے۔

(A) سی پارہ دل۔ (B) چند ہم عصر۔ (C) بانگِ درا۔ (D) دست تہہ سنگ۔

(2) مولوی عبدالحق کو ----- کہا جاتا ہے۔

(A) ادب کا مؤرخ (B) شاعر بے دماغ۔

(C) بابائے اردو۔ (D) پہلوان ادیب۔

(3) گارساں دتاسی نے بہت سی کتابوں کا اردو سے ----- زبان میں ترجمہ کیا ہے۔

(A) فرانسیسی۔ (B) روسی۔

(C) عربی۔ (D) ترکی۔

(4) رشید احمد صدیقی کی مشہور کتاب ----- ہے۔

(A) خنداں۔ (B) تاریخ فرشتہ (C) چند ہم خواب۔ (D) پتھر کے پھول۔

(5) حیدر آباد میں ----- عثمانیہ کالج کے پرنسپل کے عہدے پر فائز تھے۔

(A) رشید احمد صدیقی۔ (B) مولوی عبدالحق۔

(C) سرسید احمد خاں۔ (D) مولانا حالی۔

(6) گاندھی جی نے ----- میں بسنے والے ہندوستانیوں کے حقوق کی حفاظت کے لئے قانونی طریقوں کو آزمایا تھا۔

(A) عراق۔ (B) افریقہ۔ (C) انگلستان۔ (D) جرمنی۔

- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) जागतिक विपणन
 - 2) विपणनाचे स्वरूप
- प्र.2 खालीलपैकी कोणत्याही दोन थोडक्यात टिपा लिहा. 06
- 1) विक्री आणि विपणन यातील फरक स्पष्ट करा.
 - 2) चिन्हनाम व व्यापारी चिन्ह
 - 3) विपणनाचे महत्व
- प्र.3 'वस्तू जीवन चक्र' म्हणजे काय? वस्तू जीवन चक्रातील विविध अवस्था स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- 'किंमत' म्हणजे काय? वस्तूच्या किंमतीवर परिणाम करणारे घटक स्पष्ट करा.
- किंवा**
- 'बाजारपेठ विभाजन' म्हणजे काय? बाजारपेठ विभाजनाचे आधार सांगा.

Seat No.	
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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Principles of Marketing (19405105)**

Day & Date: Saturday, 22-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
2) Figures to the right indicate full marks.
3) Draw diagram where necessary.

Q.1 A) Choose the correct alternative from given alternative. 08

- 1) _____ is creation and delivery of standard of living to society.
 - a) Production
 - b) Marketing
 - c) Financing
 - d) Planning
- 2) Dividing the total market into different small parts is known as _____.
 - a) Market Segmentation
 - b) Market Analysis
 - c) Market Specialization
 - d) Market Standardization
- 3) The first stage of "Product Life Cycle" is related with _____.
 - a) Introduction
 - b) Maturity
 - c) Growth
 - d) Decline
- 4) Generally the price of specialty goods is _____.
 - a) Low
 - b) High
 - c) Medium
 - d) None of these
- 5) In _____ concept, all marketing efforts are concentrated on the customer.
 - a) Traditional
 - b) Modern
 - c) Ancient
 - d) Historical
- 6) When a brand-name is legally protected it becomes _____.
 - a) Product name
 - b) Modern name
 - c) Trade mark
 - d) Special name
- 7) In _____ market the possession of goods is immediately given to the buyer after sale.
 - a) Future
 - b) Regulated
 - c) Unregulated
 - d) Spot
- 8) The goods which have long life span are called as _____ goods.
 - a) Durable
 - b) Non-Durable
 - c) Primary
 - d) None of these

B) Explain the following concepts. 04

- 1) Global Marketing
- 2) Nature of Marketing

Q.2 Write short notes/Short answer/Short problem. (Any two). 06

- a) Distinguish between Selling and Marketing
- b) Branding and Trademark
- c) Importance of Marketing

Q.3 What do you mean by 'Product Life Cycle'? Discuss the various stages in Product Life Cycle. 10

Q.4 What is 'Price'? Explain the factors effecting price of the product.

12

OR

What is 'Market Segmentation'? State the bases of market segmentation.

Seat No.	
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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
KANNADA**

Modern Prose and Poetry – I (19405109)

Day & Date: Saturday, 22-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

- ಪ್ರ.1 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗಳಿಗೆ ಸರಿಯಾದ ಉತ್ತರವನ್ನು ಆರಿಸಿ ಬರೆಯಿರಿ 08
- 1) ಇಂದಿನ ಜನಪ್ರಿಯ ಸಾಹಿತ್ಯ ಪ್ರಕಾರ -

1) ಕಥೆ	2) ನಾಟಕ
3) ಕಾದಂಬರಿ	4) ಕಾವ್ಯ
 - 2) 'ಬೆಟ್ಟದ ಜೀವ' ಈ ಕೃತಿಯ ಲೇಖಕರು -

1) ಕುವೆಂಪು	2) ಬೇಂದ್ರೆ
3) ಶಿವರಾಮ ಕಾರಂತ	4) ಲಿಗಾಡೆ
 - 3) ಲೇಖಕರು ಕಳೆದುಕೊಂಡ ಪ್ರಾಣಿ ಯವುದು?

1) ಕರು	2) ಹಸು
3) ಎಮ್ಮೆ	4) ಕುರಿ
 - 4) ಬೆಟ್ಟದ ಜೀವ ಎಂದರೆ -

1) ಹುಲಿ	2) ಗೋಪಾಲಯ್ಯ
3) ಗುತ್ತಿ	4) ಹಸು
 - 5) ನಿತ್ಯೋತ್ಸವ ಇದು ಒಂದು - ಸಂಕಲನವಾಗಿದೆ.

1) ಕಥಾ	2) ನಾಟಕ
3) ಚಿಂತನ	4) ಕಾವ್ಯ
 - 6) ನಿತ್ಯೋತ್ಸವದ ಕವಿ -

1) ಡಾ. ಬಿ.ಬಿ.ಪೂಜಾರಿ	2) ಶಶಿಕಲಾ ಮಡಕಿ
3) ಕೆ. ಎಸ್. ನಿಸಾರ್ ಅಹ್ಮದ್	4) ರಹಮತ್ ತೆರಿಕೇರಿ
 - 7) ಚೋಗದ ಸಿರಿ -

1) ನಾಡಿನಲ್ಲಿ	2) ಕಾಡಿನಲ್ಲಿ
3) ಬೆಳಕಿನಲ್ಲಿ	4) ಸೆರಗಿನಲ್ಲಿ
 - 8) ನಮ್ಮ ಕಾಯ್ಲ ಕುರುಬ - ನಾದ.

1) ರಾಜ	2) ಕಟುಕ
3) ಕಿವುಡ	4) ವೈರಿ

- ಪ್ರ.2 ಎರಡು ವಾಕ್ಯಗಳಲ್ಲಿ ಉತ್ತರಿಸಿರಿ. 04
- 1) ಕಾಡಿನಲ್ಲಿ ಕಂಡು ಬಂದ ಪ್ರಾಣಿಗಳು ಯಾವುವು?
 - 2) ಚೋಗ ಏತಕೆ ಪ್ರಸಿದ್ಧವಾಗಿದೆ?

ಪ್ರ.3 ಸ್ವಲ್ಪದರಲ್ಲಿ ಉತ್ತರಿಸಿರಿ. (ಬೇಕಾದ ಎರಡಕ್ಕೆ)

- 1) ಹುಲಿಯನ್ನು ಏಕೆ ಬಂಧಿಸಿದರು?
- 2) ಭಾವಗೀತೆಯ ಲಕ್ಷಣ ಕುರಿತು ಬರೆಯಿರಿ.
- 3) ಲೇಖಕರು ಕೆಳಭೈಲಿಯಲ್ಲಿ ಉಳಿಯಲು ಕಾರಣವೇನು?

ಪ್ರ.4 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗೆ ಉತ್ತರಿಸಿರಿ.

ಗೋಪಾಲಯ್ಯನವರ ಗುಣ ಸ್ವಭಾವವನ್ನು ಕುರಿತು ವಿವರಿಸಿರಿ.

ಪ್ರ.5 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗೆ ಪ್ರಬಂಧರೂಪದ ಉತ್ತರ ಬರೆಯಿರಿ (ಬೇಕಾದ ಒಂದಕ್ಕೆ)

- 1) ಗೋಪಾಲಯ್ಯ ಮಾಡಿದ ಬೇಸಾಯವನ್ನು ಕುರಿತು ಬರೆಯಿರಿ.
- 2) ಕನ್ನಡ ನಾಡಿನ ನಿಸರ್ಗ ಸಂಪತ್ತನ್ನು ಕುರಿತು ನಿಮ್ಮ ಮಾತುಗಳಲ್ಲಿ ವಿವರಿಸಿರಿ.

Seat No.	
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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Business Economics (19405104)**

Day & Date: Sunday, 23-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — यांनी सर्वप्रथम उपयोगितेची संकल्पना प्रथम मांडली आहे.

अ) मार्शल	ब) रॉबिन्स
क) सॅम्युल्सन	ड) हिक्स
 - 2) जर वस्तूच्या किंमतीत टक्केवारी बदल आणि वस्तूच्या मागणीत टक्केवारी बदल समान असेल तर किंमतीची किंमत लवचिकता — असते.

अ) <1	ब) =1
क) >1	ड) 0
 - 3) समवर्ती वक्र मूळ बिंदूसाठी — असतो.

अ) बहिर्गोल	ब) अंतर्गोल
क) समांतर	ड) यापैकी काहीही नाही
 - 4) — हा व्यवसायिक अर्थशास्त्राच्या व्याप्तीचा घटक आहे.

अ) मागणीचे विश्लेषण	ब) उत्पादन व उत्पादन खर्च विश्लेषण
क) किंमत विषयक धोरण	ड) हे सर्व
 - 5) मुक्त बाजार अर्थव्यवस्थेत — राजा असतो.

अ) सरकार	ब) उपभोक्ता
क) उत्पादक	ड) यापैकी नाही
 - 6) समवर्ती वक्र हा एक बिंदूमार्ग आहे व प्रत्येक बिंदू वर वास्तूचे वेगवेगळे गट जे — समाधान देणारे असतात.

अ) कधी समान कधी वेगळे	ब) वेगवेगळे
क) समान	ड) अनिश्चित
 - 7) उपभोक्त्याचा समतोल म्हणजे दिलेल्या किंमती व उत्पन्नात — समाधान मिळवून देणारी स्थिती होय.

अ) अनिश्चित	ब) निम्न
क) सर्वोच्च	ड) यापैकी नाही

- 8) चांगल्या मागणीच्या पूर्व अनुमान पद्धतीत ---- लक्षणे आढळतात.
अ) योग्यता ब) कार्यक्षमता
क) निष्कर्षाची संभाव्यता ड) यापैकी सर्व

- ब) खालील संकल्पना स्पष्ट करा. 04
1) व्यावसायिक अर्थशास्त्र
2) उत्पन्न रेषा

- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
अ) व्यवसायिक अर्थशास्त्राची व्याप्ती
ब) मागणीची किंमत लवचिकता
क) ग्राहक समतोल

- प्र.3 समवर्ती वक्र म्हणजे काय? समवर्ती वक्र चे गुणधर्म लिहा. 10

- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
अ) मुक्त बाजार अर्थव्यवस्था म्हणजे काय? मुक्त बाजार अर्थव्यवस्थेची वैशिष्ट्ये लिहा.
ब) मागणीचा अंदाज म्हणजे काय? मागणीच्या अंदाजाचे महत्त्व लिहा.

Seat No.	
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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Business Economics (19405104)**

Day & Date: Sunday, 23-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) _____ has firstly given the utility concept.
 - a) Marshall
 - b) Robbins
 - c) Samuelsson
 - d) Hicks
- 2) If percentage change in price of a good and percentage change in demand for a good are equal then price elasticity of that good is _____.
 - a) <1
 - b) =1
 - c) >1
 - d) 0
- 3) Indifference curve is _____ to the origin point.
 - a) Convex
 - b) Concave
 - c) Parallel
 - d) none of these
- 4) Which is a component of the scope of business economics?
 - a) Demand Analysis
 - b) Production and Production Cost Analysis
 - c) Price Policy
 - d) All of these
- 5) In the free market economy _____ is king.
 - a) Government
 - b) Consumer
 - c) Producer
 - d) none of these
- 6) The indifference curve is a locus of points and each point represents a different combination of goods which give _____ level of satisfaction.
 - a) sometime the same, sometime different
 - b) different
 - c) equal
 - d) uncertain
- 7) Consumer equilibrium is a condition that gives _____ satisfaction to consumer in given price and income.
 - a) Uncertain
 - b) Lowest
 - c) Highest
 - d) None of these
- 8) The good demand forecasting has _____ properties.
 - a) suitability
 - b) functionality
 - c) possibility of conclusions
 - d) All of these

B) Explain Following Concepts:

04

- 1) Business economics
- 2) Budget line

- Q.2 Write short Notes (any two)** **06**
- a) Scope of business economics
 - b) Price elasticity of demand
 - c) Consumer equilibrium
- Q.3 What is Indifference Curve? Write the properties of Indifference Curve.** **10**
- Q.4 Attempt any one of the following questions.** **12**
- a) What is free market economy? Write the features of free market economy.
 - b) What is demand forecasting? Write importance of demand forecasting.

Seat
No.

B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Business Mathematics (19405112)

Day & Date: Monday, 24-07-2023

Max. Marks: 40

Time: 09:00 AM To 11:00 AM

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

Q.1 A) Multiple choice questions**08**

- 1) Present value of an annuity due Rs. 200 for 10 years at 6% p.a. compound interest is _____.
 - a) 1471.6
 - b) 1.06
 - c) 1560
 - d) 1387
- 2) If the annuity is deferred for k years, the first payment falls due at the end of _____ years.
 - a) K
 - b) K + 1
 - c) K + 2
 - d) K + 3
- 3) If $\begin{vmatrix} a & c \\ b & d \end{vmatrix} = ad - bc$, then $ad - bc$ is called as _____ of the determinant
 - a) Diagonal element
 - b) Expansion
 - c) Element
 - d) None of these
- 4) In a unit matrix each diagonal element _____ is and each non diagonal element is _____.
 - a) One, zero
 - b) Zero, one
 - c) One, one
 - d) Zero, zero
- 5) A man buys 12 kg of sugar, 10 kg of pulses and 5 kg of salt. Sugar costs Rs. 17 per kg, pulses cost Rs. 15 per kg and salt Rs. 12 per kg. then by using matrix multiplication the total amount spent by the man is given by _____.
 - a) Rs. 400
 - b) Rs. 414
 - c) Rs. 444
 - d) Rs. 441
- 6) The region of feasible solution in LPP graphical method is called _____.
 - a) Infeasible region
 - b) Infinite region
 - c) Unbounded region
 - d) Feasible region
- 7) The linear function of the variables which is to be maximize or minimize is called _____.
 - a) Constraints
 - b) Objective function
 - c) Decision variable
 - d) Non negative constraints
- 8) The sum of the A.P. 50, 46, 52, ..., up to 10 terms is _____.
 - a) 153
 - b) 320
 - c) 162
 - d) 350

- b) Explain the following concepts** **04**
- 1) Define: Equality of matrices with example.
 - 2) Define annuity and write types of annuities

Q.2 Attempt the following problem (any two) **06**

- a)** Find the present value of an annuity due of Rs. 200 for 10 years at 6% p.a. compound interest.
- b)** If $\begin{bmatrix} 1 & 2 \\ 3 & 2 \end{bmatrix} \begin{bmatrix} x & 5 & -3 \\ 2 & y & 5 \end{bmatrix} = \begin{bmatrix} 5 & -3 & 7 \\ 7 & 7 & 1 \end{bmatrix}$ then find the values of x and y .
- c)** A dealer sells two articles A and B. He earns Rs. 2 and 3 when he sells one piece of A and B respectively. He buys these articles at the rate of Rs.1 and 2 respectively in the morning and sells them out in the evening. He invests only 100 Rs. Formulate the LP problem of his profit and other conditions.

Q.3 Attempt the following problem

- a)** Solve the following equations by using Cramer's rule. **06**
- $$x + y + z = 7, x + 2y + 3z = 16, x + 3y + 4z = 22$$
- b)** Find adjoint of the matrix $A = \begin{bmatrix} 1 & 2 & 1 \\ 1 & 0 & 3 \\ 2 & -3 & 0 \end{bmatrix}$ **04**

Q.4 Attempt any one of the following questions.

- a) i)** Solve the LP problem graphically. **07**
- Maximize $Z = 2x + 5y$
 Subject to $x + 3y \leq 90$
 $3x + y \leq 120$
 $x \leq 30$
- ii)** Mr. X has invested a part of his investment in 10% bond A and a part in 15% bond B. his interest income during first year is Rs. 4000, If he invests 20% more in 10% bond A and 10% more in 15% bond B. his income during second year increases by Rs. 500. Find his initial investment and the new investment in bonds A and B using matrix method **05**
- b) i)** XYZ Ltd. Produced 600 units during 3rd year of its operation. The company maintained its constant growth of production and produced 700 units in 7th year. Find the initial production in the first year **04**
- ii)** Define immediate annuity and Find the amount of the annuity, if a man takes a loan of Rs. 10000 and agrees to pay an annuity of Rs. A for years deferred for 3 years at the rate of 4% p.a. compound interest. **08**

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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Insurance Paper-I (19405111)**

Day & Date: Monday, 24-07-2023

Max. Marks: 40

Time: 09:00 AM To 11:00 AM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हे मोजक्या लोकांना होणारा तोटा अनेकांच्या मध्ये विभागण्याचे साधन आहे.
अ) विमा ब) विमा हप्ता
क) विमेदार ड) विमा कंपनी
 - 2) भारतात विमा कायदा — वर्षी संमत झाला.
अ) 1914 ब) 1938
क) 1947 ड) 1956
 - 3) विमा प्रतिनिधीला व्यवसाय परवाना — वर्षासाठी मंजूर केला जातो.
अ) 3 ब) 5
क) 4 ड) 2
 - 4) विमेदाराच्या मालमत्तेमधील आर्थिक हितसंबंधास — म्हणतात.
अ) नुकसान भरपाई ब) वर्गणी
क) सहकार ड) विमेयहित
 - 5) भारतीय आयुर्विमा महामंडळाचे मुख्य कार्यालय — येथे आहे.
अ) पुणे ब) मुंबई
क) नवी दिल्ली ड) हैद्राबाद
 - 6) विमा प्रतिनिधी ही व्यक्ती — च्या मोबदल्यात विमा व्यवसाय करण्याचे मान्य करते.
अ) कमिशन ब) विमा हप्ता
क) पगार ड) सवलत
 - 7) परमोच्च विश्वास तत्वानुसार विमेदाराने — देणे अपेक्षित असते.
अ) वस्तुनिष्ठ माहिती ब) सर्वसाधारण माहिती
क) सामाजिक माहिती ड) वरीलपैकी नाही
 - 8) विमा प्रतिनिधींच्या कामाची दिशादर्शक नियमावली म्हणजे — होय.
अ) विमा करार ब) डिस्चार्ज अर्ज
क) प्रशिक्षण ड) आचारसंहिता

- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) विमेयहित
 - 2) आचार संहिता
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- 1) विम्याचे स्वरूप
 - 2) एक हप्ता आजीवन विमा
 - 3) समर्पण मूल्य
- प्र.3 खालील प्रश्नाचे उत्तरे लिहा. 10
- आयुर्विमा म्हणजे काय? आयुर्विम्याचे महत्व लिहा.
- प्र.4 खालील कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- भारतातील विमा व्यवसायाच्या खाजगीकरणाची आवश्यकता स्पष्ट करा.
- किंवा**
- विम्याची संकल्पना स्पष्ट करा आणि विम्याची तत्वे लिहा.

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**B.Com. (Semester - I) (Old) (CBCS) Examination: March/April-2023
Insurance Paper-I (19405111)**

Day & Date: Monday, 24-07-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) _____ is an instrument of distribution the loss of few among many.
 - a) Insurance
 - b) Insurance Premium
 - c) Insurers
 - d) Insurance Company
- 2) In India, Insurance Act. Was passed in _____ year.
 - a) 1914
 - b) 1938
 - c) 1947
 - d) 1956
- 3) A Business License for Insurance Agent is granted for _____ years.
 - a) 3
 - b) 5
 - c) 4
 - d) 2
- 4) The financial interest of the insured in the subject matter of insurance is called as _____.
 - a) Indemnity
 - b) Contribution
 - c) Co-operation
 - d) Insurable interest
- 5) The Head Office of Life Insurance corporation of India is located at _____.
 - a) Pune
 - b) Mumbai
 - c) New Delhi
 - d) Hydrabad
- 6) The insurance agent is ready to carry on insurance business is consideration of _____.
 - a) Commission
 - b) Insurance Premium
 - c) Salary
 - d) Discount
- 7) According to principle of utmost good faith the insures should disclose the _____.
 - a) Material facts
 - b) General information
 - c) Social information
 - d) None of the above
- 8) _____ is the guideline for insurance agent work.
 - a) Insurance Contract
 - b) Discharge form
 - c) Training
 - d) Code of conduct

B) Explain the following concepts. 04

- 1) Insurable interest
- 2) Code of conduct

Q.2 Write Short Notes. (Any Two) 06

- a) Nature of Insurance
- b) Single Payment whole life
- c) Surrender Value

- Q.3 Answer the following question.** **10**
What is Life Insurance? Write importance of life insurance.
- Q.4 Answer any one of the following questions.** **12**
Explain need of privatization of insurance business in India.
OR
Explain concept of insurance. And write principles of insurance.

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) आंतरराष्ट्रीय व्यापार
 - 2) साधनसंपत्ती

- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- 1) साधनसंपत्तीचे संवर्धन
 - 2) ओपेक
 - 3) व्यापारी भूगोलाची व्याप्ती

- प्र.3 आर्थिक क्रिया म्हणजे काय सांगून आर्थिक क्रियांचे वर्गीकरण करा. 10

- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे सविस्तर उत्तर लिहा. 12
- जागतिकीकरण म्हणजे काय ते सांगून भारतीय अर्थव्यवस्थेवर जागतिकीकरणाचा झालेला परिणाम स्पष्ट करा.

किंवा

साधनसंपत्तीचे वर्गीकरण स्पष्ट करा.

Q.3 State what is economic activities? Explain it's classification. **10**

Q.4 **Answer any one of the following.** **12**

What is Globalization? Describe the effect of globalization on India economy.

OR

Explain the classification of resources.

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B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Principles of Business Management (BCOM0204)

Day & Date: Thursday, 20-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
 2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) अपेक्षित उद्दिष्ट्ये पूर्ण करण्यासाठी लोकांना कार्य करण्यास प्रोत्साहित करणारी प्रक्रिया म्हणजे ---- होय.
 अ) नेतृत्व ब) कार्यप्रेरणा
 क) नियंत्रण ड) नियोजन
 - 2) निर्णायक पथ पध्दती हे ---- नियंत्रणाचे तंत्र होय.
 अ) आधुनिक ब) पारंपारिक
 क) ऐतिहासिक ड) सर्वात जुने
 - 3) बढती आणि शिक्षण ---- प्रलोभनाचे प्रकार आहे.
 अ) नकारात्मक ब) आर्थिकेतर
 क) आर्थिक ड) कोणतेही नाही
 - 4) पर्ट [PERT] या तंत्राची सुरुवात अमेरिकेत ---- साली करण्यात आली.
 अ) 1900 ब) 1960
 क) 1958 ड) 1952
 - 5) संस्थेचा खर्च व उत्पन्न अगदी समान असतात त्या बिंदूला ---- म्हणतात.
 अ) गुंतवणूकीवरील परतावा ब) गुणोत्तर
 क) समविच्छेदनबिंदू ड) कोणतेही नाही
 - 6) बदल ही ---- प्रक्रिया आहे.
 अ) आर्थिक ब) सतत चालणारी
 क) पारंपारिक ड) कोणतेही नाही
 - 7) 'घरातून कामकाज' ही संकल्पना सर्वप्रथम ---- साली वापरण्यात आली.
 अ) 2020 ब) 1983
 क) 1990 ड) 1973
 - 8) करिष्माई नेतृत्व ही संकल्पना सर्वप्रथम ---- यांनी मांडली.
 अ) मॅक्स वेबर ब) इल्टन मेयो
 क) पीटर ड्रकर ड) यापैकी नाही

- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) अंदाजपत्रकीय नियंत्रण
 - 2) करिष्माई नेतृत्व
- प्र.2 खालीलपैकी कोणत्याही दोन थोडक्यात टिपा लिहा. 06
- 1) 'घरातून कामकाज' ची फायदे
 - 2) आधुनिक नियंत्रण तंत्रे
 - 3) नियोजन बदलाची प्रक्रिया
- प्र.3 नेतृत्व म्हणजे काय? नेतृत्व शैलीचे विविध प्रकार स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- कार्यप्रेरणा म्हणजे काय? कार्यप्रेरणेचे आर्थिक व आर्थिकेतर घटक स्पष्ट करा.
- किंवा**
- बदलाचे व्यवस्थापन म्हणजे काय? बदलास होणारा विरोध स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Principles of Business Management (BCOM0204)**

Day & Date: Thursday, 20-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
2) Figures to the right indicate full marks.
3) Draw diagram where necessary.

Q.1 A) Choose the correct alternative from given alternative. 08

- 1) _____ is a process of stimulating people to act to accomplish desired goals.

a) Leadership	b) Motivation
c) Controlling	d) Planning
- 2) Critical path method is _____ technique of control.

a) Modern	b) Tradition
c) Historical	d) Oldest
- 3) Promotion and education is _____ type of incentive.

a) Negative	b) Non-financial
c) Financial	d) None of these
- 4) PERT technology began in _____ America.

a) 1900	b) 1960
c) 1958	d) 1952
- 5) A point at which costs and revenues of the enterprise are exactly equal is called _____.

a) Return on investment	b) Ratio
c) Break Even Point	d) None
- 6) Change is _____ process.

a) Economic	b) Continues
c) Traditional	d) None
- 7) The concept of 'Work From Home' was first used in the year _____.

a) 2020	b) 1983
c) 1990	d) 1973
- 8) The concept of Charismatic Leadership was first introduced by _____.

a) Max Weber	b) Elton Mayo
c) Peter Drucker	d) None of these

B) Explain the following concepts. 04

- 1) Budgetary Control
- 2) Charismatic Leadership

Q.2 Write short notes (Any two). 06

- a) Benefits of Work From Home
- b) Explain the modern Techniques of control.
- c) Process of Planned Change

Q.3 Define the leadership. Explain the different types of leadership style. 10

- Q.4** What is motivation? Explain financial and non-financial Factors of motivation. **12**
- OR**
- What is Management Change? Explain the resistance to change.

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Financial Accounting P - II (BCOM0202)**

Day & Date: Friday, 21-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options.

08

- 1) Under single entry system, capitals can be calculated by preparing _____
 - a) Receipts & Payments A/c
 - b) Statement of Affair
 - c) Income and Expenditure Account
 - d) Cash Account
- 2) Credit purchase during the year is ascertained by preparing _____.
 - a) Cash account
 - b) Total debtor's account
 - c) Total creditor's account
 - d) Opening statement of affairs
- 3) A Proforma Invoice is sent by _____.
 - a) Consignee to Consignor
 - b) Consignor to Consignee
 - c) Debtors to Consignee
 - d) Debtors to Consignor
- 4) Consignment A/c is prepared in the books of _____.
 - a) Consignor
 - b) Consignee
 - c) Third Party
 - d) Debtors
- 5) Branch account is prepared to ascertain _____.
 - a) Statement of Affairs
 - b) Financial statement of the business
 - c) Assets and liability of the head office
 - d) Profit and loss of the branch
- 6) _____ methods is adopted generally in those branches which are small in size
 - a) Debtor's method
 - b) Stock and debtor methods
 - c) Foreign branch methods
 - d) Analytical methods
- 7) Departmental Accounts are prepared to ascertain _____.
 - a) Sales income
 - b) Worker's efficiency
 - c) Departmental efficiency
 - d) Share value
- 8) In departmental accounting, Advertisement is apportioned on the basis of _____.
 - a) Value of plant
 - b) Goods manufactured
 - c) Purchases
 - d) Sales

B) Explain the following concepts.

04

- 1) Del Credere Commission
- 2) Single Entry System

Q.2 Write short note/ short problem (Any two)

a) Find out credit sales from following transactions

Discount to customers Rs. 4000

Discount received from suppliers Rs 2000

Bills Receivable received during the year Rs. 218000

Bills Receivable dishonoured during the year Rs. 2000

Goods returned from customers Rs. 2000

Sundry Debtors opening balance Rs. 78000

Sundry Debtors closing balance Rs 90000

b) From the following information prepare Branch Account in the books of Head Office

Stock at the branch (1-4-2019) Rs. 15000

Goods sent to branch Rs. 240000

Cheque sent to branch for

 Salary - Rs. 24000

 Rent - Rs. 12000

Remittances from branch Rs. 275000

Stock at the branch (31.3.2020) Rs. 25000

c) Statement of Affairs

Q.3 Prepare Departmental Trading and Profit & Loss Account from the following information

10

Particular	Dept. A (Rs.)	Dept. B (Rs.)	Dept. C (Rs.)
Purchases	90000	145000	385000
Sales	300000	600000	900000
Wages	20000	30000	40000
Stock on 1 -4-2019	25000	35000	5000
Stock on 31-3-2020	40000	20000	20000

Following expenses to be allocated equally

Insurance Rs 36000

Printing Rs. 15000

Office expenses Rs. 45000

Rent Rs 12000 to be divided in the ratio of 1:1:2 between departments

Discount allowed Rs. 9000 to be allocated in sales ratio.

Q.4 Answer any one of the following

12

a) Mr. Amar from Mumbai sent 100 machines to Mr. Suraj at Pune. Cost price of each machine is Rs. 520 but it invoiced at Rs. 640 each. Mr. Amar spent Rs. 1600 on packing and freight etc. Mr. Suraj has accepted a bill of Rs. 32000 drawn by Mr. Amar. Mr. Suraj informed that 80 machines were sold at Rs. 700 each and that he incurred expenses as carriage Rs. 2400 and rent Rs. 600. Mr. Suraj is entitled to a commission of 7.5% on sales.

You are required to prepare Consignment A/c and Mr. Suraj's A/c in the books of Mr. Amar.

b) What is meaning of Branch? Explain the objectives and types of Branches.

Seat No.	
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B. Com (Semester - II) (New) (CBCS) Examination: March/April-2023
ENGLISH (Comp)
Communication Skill (BCOM0201)

Day & Date: Sunday, 23-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 Choose the correct answer and rewrite the sentences.

08

- 1) '*Does the Education Do Harm*' is about the true sense of education which is found in the _____ world.

a) Impractical	b) Practical
c) Realistic	d) Unrealistic
- 2) Mr. John D. Rockefeller states in his _____ that he counts it among his blessings to have been brought up in family of modest means.

a) Reminiscences	b) Biography
c) Autobiography	d) Diary
- 3) According to Russell the educator kills _____ in his pupils by teaching them that it is more important to be right than to be original.

a) Experiences	b) Truths
c) Initiative	d) Courage
- 4) The mob-mind is allowed the enjoyment of an apparent liberty, while its true freedom is _____ on every side.

a) Appreciated	b) Worshiped
c) Worshiped	d) Curtailed
- 5) The Poem '*Remember*' is a _____.

a) Sonnet	b) Ode
c) Lyric	d) Ballad
- 6) The ideal profession described in *Ode on Solitude* is _____.

a) Farming	b) Teaching
c) Guiding	d) Acting
- 7) Fill in the blanks with the past tense forms of the verb given within the brackets in the following sentence.
 We _____ (go) to Nepal last year.

a) go	b) going
c) went	d) gone
- 8) Fill in the blanks with appropriate tense forms in the following sentence.
 I did not _____ (know) that she has joined the department.

a) know	b) knew
c) known	d) knowing

Q.2 Write the answers to the following questions. 12

- 1) What is the relation between education and virtue?
- 2) What is the value of education according to Bertrand Russell?
- 3) What is the theme of the poem *Remember*?
- 4) What kind of life does the poet prefer to live in the poem '*Ode on Solitude*'?
- 5) What are the people in the West flattered into believing?
- 6) What is the theme of the poem *Our Earth will not Die*?

Q.3 Write a letter of application for the post of teacher. 10

OR

Write a letter placing an order for the book '*Literary Voyage*' for 50 copies.

Q.4 Write a detailed note on interpersonal intelligence. 10

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Marathi (BCOM0207)**

Day & Date: Monday, 24-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 योग्य पर्याय निवडा.

08

- 1) फुंकर ही कविता कोणी लिहिली आहे?
अ) इंदिरा संत
ब) बा.भ. बोरकर
क) वसंत बापट
ड) लोकनाथ
- 2) प्रिया तेंडुलकर यांच्या कोणत्या पुस्तकास महाराष्ट्र शासनाचा पुरस्कार मिळाला आहे?
अ) पंचतारांकित
ब) ज्याचा त्याचा प्रश्न
क) जन्मलेल्या प्रत्येकाला
ड) जावे त्यांच्या वंशा
- 3) डॉ. बाबासाहेब आंबेडकर यांचा जन्म कोणत्या गावी झाला?
अ) आंबवडे
ब) महाड
क) महू
ड) सोलापूर
- 4) भूदान चळवळीचे जनक म्हणून कोणास ओळखले जाते?
अ) रामचंद्रपंत अमात्य
ब) विनोबा भावे
क) डॉ. अब्दुल कलाम
ड) म. गांधी
- 5) संत तुकारामांचा जन्म कोणत्या साली झाला?
अ) 1608
ब) 1610
क) 1580
ड) 1590
- 6) 'एका साळीयाने' हे आत्मचरित्र कोणी लिहीले आहे?
अ) विनोबा भावे
ब) लोकनाथ यशवंत
क) इंदिरा संत
ड) डॉ. लक्ष्मीनाराण बोल्ली
- 7) 'कावदान' हा कथासंग्रह कोणी लिहिला आहे?
अ) प्रिया तेंडुलकर
ब) गणपत जाधव
क) वामन जाधव
ड) यापैकी नाही
- 8) मथळा, उपमथळा, घोषवाक्य, बोधचिन्ह हे घटक कशाशी निगडित आहेत?
अ) नाट्य
ब) घोषणा
क) जाहिरात
ड) प्रचार

- प्र.2 थोडक्यात उत्तरे लिहा. (कोणतेही चार) 12**
- 1) जाहिरात म्हणजे काय?
 - 2) डॉ. बाबासाहेब आंबेडकर यांचा परिचय करून द्या.
 - 3) डॉ. ए.पी.जे अब्दुल कलाम यांचे कार्य लिहा.
 - 4) संत नामदेवांच्या लेखनाची वैशिष्ट्ये लिहा.
 - 5) 'दसरा' कवितेत कवीने विदारक चित्रण कसे केले आहे?
 - 6) 'जीवाचा आटापिटा' या कवितेत जात शोधण्यासाठी केलेल्या प्रयत्नांचे वर्णन करा.
- प्र.3 रामचंद्रपंत अमात्य यांनी कोणती राजकर्तव्ये सांगितली आहेत? 10**
- किंवा**
- 'फुलराणी' कवितेचे रसग्रहण करा.
- प्र.4 रिती दावण या कथेचा आशय तुमच्या शब्दात लिहा. 10**

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Hindi (BCOM0206)**

Day & Date: Monday, 24-07-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

- सूचना : 1) सभी प्रश्न अनिवार्य हैं।
2) दाईं ओर लिखे अंक प्रश्न के लिए निर्धारित अंक हैं।

प्र.1 निम्नलिखित वाक्यों के नीचे दिए गए पर्यायों में से सही पर्याय चुनकर लिखिए। 08

- 1) 'सरजू भैया' यह ----- रचना है।
अ) कहानी
ब) रिपोर्टाज
क) निबंध
ड) रेखाचित्र
- 2) मोहन राकेश का जन्म ----- में हुआ।
अ) मध्यप्रदेश
ब) महाराष्ट्र
क) पंजाब
ड) केरल
- 3) रात हो गई है। ----- ओर सन्नाटा छा गया है।
अ) एक
ब) दोनों
क) तीनों
ड) चारों
- 4) ----- खुश होकर उनकी तरफ देखती।
अ) बहन
ब) भाभी
क) माँ
ड) पत्नी
- 5) तुम दूध-मलाई में नहाओं, मैं ----- को मुहताज रहूँ।
अ) पानी
ब) मकान
क) कपड़ों
ड) रोटी
- 6) 'इस स्त्री से डरो मत' कविता के कवि ----- हैं।
अ) मंगलेश डबराल
ब) कात्यायनी
क) सविता सिंह
ड) जयप्रकाश कर्दम
- 7) दो या दो से अधिक पदों के सार्थक समूह को ----- कहते हैं।
अ) अर्थ
ब) पद
क) शब्द
ड) वाक्य
- 8) किसी व्यापारी से माल मँगाने के लिए जो पत्र भेजा जाता है, उसे ----- कहते हैं।
अ) पूछताछ
ब) क्रयादेश
क) भुगतान
ड) शिकायती

- प्र.2** निम्नलिखित प्रश्नों में से किन्हीं चार प्रश्नों के उत्तर संक्षेप में लिखिए। **12**
- 1) काल के मुख्यतः तीन प्रकार स्पष्ट कीजिए।
 - 2) सरल वाक्य किसे कहते हैं यह स्पष्ट करते हुए उदाहरण दीजिए।
 - 3) शिकायती पत्र के तीन कारण लिखिए।
 - 4) क्रयादेश पत्र की व्याख्या व्यक्त कीजिए।
 - 5) 'मैं किसकी औरत हूँ?' कविता का आशय लिखिए।
 - 6) 'स्त्री की नींद' कविता की सार्थकता स्पष्ट कीजिए।
- प्र.3** निम्नलिखित प्रश्नों में से किन्हीं एक प्रश्न का उत्तर लिखिए। **10**
- 'माँ का नमस्कार' कविता का उद्देश्य व्यक्त कीजिए।
- अथवा**
- 'मेरे अधिकार कहाँ हैं?' कविता का महत्त्व विशद कीजिए।
- प्र.4** एक रात रिपोर्ताज का उद्देश्य लिखिए। **10**

(8) انیس نے کس کا مرثیہ لکھا۔

(A) اپنے والد پر۔ (B) امام حسین پر۔ (C) مہاتما گاندھی پر۔ (D) سرسید پر۔

04

سوال نمبر 1. (B) مفہوم بیان کیجئے۔

(1) نظم کی تعریف لکھیے۔

(2) مرثیہ کی تعریف بیان کیجئے۔

06

سوال نمبر 2. مختصر جواب لکھیے: (کوئی دو/02)

(1) نظیر اکبر آبادی کا تعارف لکھیے۔

(2) وحید الدین سلیم کا تعارف تحریر کیجئے۔

(3) مولانا الطاف حسین حالی کے تعلق سے آپ کیا جانتے ہیں؟ لکھیے۔

10

سوال نمبر 3. مفصل جواب لکھیے

(1) نظم "ایک آرزو" کا خلاصہ قلمبند کیجئے۔

12

سوال نمبر 4. مفصل جواب لکھیے۔ (کوئی ایک/01)

(1) مثنوی "سیر دہرہ دن" کا خلاصہ لکھیے۔

(2) نظم "اودیس سے آنے والے بتا" کا خلاصہ تحریر کیجئے۔

Seat No.	
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B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Principles of Marketing (BCOM0205)

Day & Date: Monday, 24-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हा वितरण मार्ग सर्वात जुना व पहिला मार्ग होय.
 - अ) उत्पादक-किरकोळ व्यापारी-ग्राहक
 - ब) उत्पादक-ग्राहक
 - क) उत्पादक-घाऊक व्यापारी ग्राहक
 - ड) उत्पादक-अभिकर्ता-ग्राहक
 - 2) खिडकी प्रदर्शन हे — पातळीवरील विक्रयवृद्धी पद्धती आहे.
 - अ) ग्राहक
 - ब) बाजारपेठ
 - क) वितरक
 - ड) विक्रेता
 - 3) वस्तूचा प्रत्यक्ष उपयोग किंवा उपभोग घेणारी व्यक्ती म्हणजे — होय.
 - अ) उपभोक्ता
 - ब) खरेदीदार
 - क) ग्राहक
 - ड) विक्रेता
 - 4) — चा डिजिटल मार्केटिंगमध्ये समावेश होत नाही.
 - अ) टी.व्ही.
 - ब) स्मार्ट फोन
 - क) इंटरनेट
 - ड) ई-मेल
 - 5) SEO म्हणजे —
 - अ) सर्च इंजीन ऑप्टिमायझेशन
 - ब) सर्च इंजीन ऑफिस
 - क) सर्च इंजीन ऑर्डर
 - ड) वरीलपैकी कोणतेही नाही
 - 6) हरित विपणन ही संकल्पना —च्या दशकात उदयास आली.
 - अ) 1980
 - ब) 2000
 - क) 1990
 - ड) 2010
 - 7) विपणन संशोधन ही — संकल्पना होय.
 - अ) मर्यादित
 - ब) व्यापक
 - क) व्यवस्थापकिय
 - ड) ग्राहकाभिमुख

- 8) विपणन संशोधन हे ---- कार्य आहे.
अ) आर्थिक
क) विपणन
ब) व्यवस्थापकीय
ड) विक्रीविषयक

- ब) थोडक्यात उत्तरे लिहा. 04
1) वितरण मार्गाचे महत्व स्पष्ट करा.
2) वितरण मार्गाचे प्रकार सांगा.

- प्र.2 थोडक्यात उत्तरे लिहा. (दोन पैकी तीन) 06
अ) डिजिटल मार्केटिंग संकल्पना
ब) व्हायरल मार्केटिंगचे फायदे स्पष्ट करा.
क) हरित विपणनाची संकल्पना स्पष्ट करा.

- प्र.3 हरित विपणनाचे महत्व स्पष्ट करा. 10

- प्र.4 दीर्घोत्तरी प्रश्न. 12
डिजिटल मार्केटिंगची विविध साधने स्पष्ट करा?
किंवा
विपणन माहिती पद्धतीचे घटक विशद करा?

Seat No.	
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B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Principles of Marketing (BCOM0205)

Day & Date: Monday, 24-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) _____ is the first and traditional channel of distribution.
 - a) Producer - Retailer - Customer
 - b) Producer – Customer
 - c) Producer - Wholesaler - Customer
 - d) Producer - Agent - Customer
- 2) Window display is the _____ level method of sales promotion.
 - a) Customer
 - b) Market
 - c) Distributor
 - d) Seller
- 3) The person who directly consumes the product for himself is _____.
 - a) Consumer
 - b) Purchaser
 - c) Customer
 - d) Seller
- 4) _____ is not included in Digital Marketing.
 - a) TV
 - b) Smart Phone
 - c) Internet
 - d) E-Mail
- 5) SEO stands for _____.
 - a) Search engine optimization
 - b) Search engine office
 - c) Search engine order
 - d) None of above
- 6) The term 'Green Marketing' originated in the _____ decade.
 - a) 1980
 - b) 2000
 - c) 1990
 - d) 2010
- 7) Market Research is a _____ concept.
 - a) Limited
 - b) Wider
 - c) Managerial
 - d) Customer oriented
- 8) Market Research is _____ process.
 - a) Economic
 - b) Managerial
 - c) Marketing
 - d) Sales related

b) Explain the following concepts. 04

- 1) Explain the importance of distribution channel.
- 2) State the types of distribution channel.

- Q.2 Write short note (any two)** **06**
- a) Explain the concept of Digital Marketing?
 - b) State the benefits of viral marketing?
 - c) State the concept of Green Marketing?
- Q.3 State the importance of Green Marketing?** **10**
- Q.4 Broad answers question.** **12**
- State the various tools of Digital Marketing?
OR
State the components of MIS.

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Business Micro Economics- II (BCOM0203)**

Day & Date: Tuesday, 25-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हे उत्पादन घटक आहेत.

अ) भूमी	ब) भांडवल
क) श्रम	ड) वरील सर्व
 - 2) महाराष्ट्र राज्य परिवहन महामंडळाची महिलांना प्रवासात सवलत योजना ही — प्रकारची मुल्यभेद आहे.

अ) उपयोगितेनुसार मुल्यभेद	ब) वयपरत्वे मुल्यभेद
क) लिंगपरत्वे मुल्यभेद	ड) कालावधीनुसार मुल्यभेद
 - 3) — = एकूण महसूल - (सुव्यक्त खर्च + वैकल्पिक खर्च)

अ) लेखा नफा	ब) आर्थिक नफा
क) एकूण खर्च	ड) सरासरी खर्च
 - 4) — बाजारास अल्पसंख्याकांतील स्पर्धा असेही म्हणतात.

अ) पूर्ण स्पर्धा	ब) अल्पाधिकारी स्पर्धा
क) मक्तेदारीयुक्त स्पर्धा	ड) मक्तेदारी स्पर्धा
 - 5) ना नफा—ना तोटा विश्लेषण — कालावधीसाठी उपयुक्त आहे.

अ) दीर्घ कालावधी	ब) मध्यम कालावधी
क) अल्प कालावधी	ड) अति दीर्घ कालावधी
 - 6) पूर्ण स्पर्धेत सीमांत प्राप्ती वक्र हा — असतो.

अ) क्ष अक्षास लंब	ब) क्ष अक्षास समांतर
क) य अक्षास समांतर	ड) वरीलपैकी कोणतेही नाही
 - 7) — बाजारात उत्पादकांकडून मुल्यभेद केला जातो.

अ) पूर्ण स्पर्धा	ब) अल्पाधिकारी स्पर्धा
क) मक्तेदारीयुक्त स्पर्धा	ड) मक्तेदारी
 - 8) उत्पादन प्रमाण फलाच्या पहिल्या अवस्थेत — अनुभवास येते.

अ) स्थिर फल	ब) घटते फल
क) वाढते फल	ड) ऋणात्मक फल

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) एकूण प्राप्ती
 - 2) वस्तुभेद
- प्र.2 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. 06
- 1) श्रमाची वैशिष्ट्ये
 - 2) मुल्यभेदाचे प्रकार
 - 3) वैकल्पिक खर्च
- प्र.3 दीर्घोत्तरी प्रश्न 10
- मक्तेदारी युक्त स्पर्धा म्हणजे काय ते सांगून मक्तेदारीयुक्त स्पर्धेची वैशिष्ट्ये स्पष्ट करा.
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नांची उत्तर लिहा. (दीर्घोत्तरी प्रश्न) 12
- 1) बदलत्या प्रमाणाचा नियम स्पष्ट करा.
 - 2) उत्पादन म्हणजे काय ते सांगून उत्पादन घटकांची वैशिष्ट्ये स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Business Micro Economics- II (BCOM0203)**

Day & Date: Tuesday, 25-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions

08

- 1) _____ is/are the factor/factors of production.
 - a) Land
 - b) Capital
 - c) Labour
 - d) All of the above
- 2) Maharashtra State Transport Corporation's "Discounted bus travelling scheme for women" is a kind of _____ price discrimination.
 - a) Price discrimination according to use
 - b) Price discrimination according to age
 - c) Price discrimination according to gender
 - d) Price discrimination according to time period
- 3) _____ = Total revenue - (Explicit cost + Opportunity cost)
 - a) Accounting profit
 - b) Economic profit
 - c) Total cost
 - d) Average cost
- 4) _____ market is also known as competition among the few.
 - a) Perfect competition
 - b) Oligopoly competition
 - c) Monopolistic competition
 - d) Monopoly competition
- 5) No profit-No loss analysis is useful in _____.
 - a) Long period
 - b) Medium period
 - c) Short period
 - d) Very long period
- 6) In perfect competition marginal revenue curve is _____.
 - a) Vertical to X Axis
 - b) Parallel to X axis
 - c) Parallel to Y axis
 - d) None of these
- 7) Price discrimination is done by the producer in _____.
 - a) Perfect competition
 - b) Oligopoly competition
 - c) Monopolistic competition
 - d) Monopoly competition
- 8) In the first stage of Returns to scale _____ occurs.
 - a) Constant returns
 - b) Decreasing returns
 - c) Increasing returns
 - d) Negative returns

B) Explain the following concepts.

04

- 1) Total revenue
- 2) Product differentiations

Q.2 Write short note/ short answer

06

- a) Characteristics of labour
- b) Types of price discrimination
- c) Opportunity cost

- Q.3 Long answer** **10**
Define the concept of Monopolistic competition? Explain the characteristics of Monopolistic competition.
- Q.4 Answer any one of the following (Long answer)** **12**
- a) Explain the law of variable proportion.
 - b) What is production? Explain the characteristics of factors of production.

Seat No.	
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B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Business Mathematics (BCOM0210)

Day & Date: Saturday, 22-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions.

08

- 1) If $y = x^2$ is a function and the x value is [2.4] calculate y value.
 - a) [1.6]
 - b) [2.4]
 - c) [4.16]
 - d) [5.10]
- 2) The cost function $C(x)$ is denoted as _____.
 - a) $P(x) = R(x) - C(x)$
 - b) $C(x) = F(x) + V(x)$
 - c) $C(x) = 0$
 - d) None of the above
- 3) In increasing function $\frac{dy}{dx}$ is _____.
 - a) Zero
 - b) Positive
 - c) Negative
 - d) None of the above
- 4) $f(-x) = -f(x)$ then $f(x)$ is called _____.
 - a) Even function
 - b) Odd function
 - c) Inverse function
 - d) None of the above
- 5) The function $y = \log_a^x$ is called _____.
 - a) Explicit Function
 - b) Implicit Function
 - c) Logarithmic Function
 - d) None of the above
- 6) Consumer surplus is _____.
 - a) $\int_0^{x_0} p dx - p_0 x_0$
 - b) $10 - 2x$
 - c) Zero
 - d) None of the above
- 7) $\frac{d}{dx}(a^x) =$ _____.
 - a) a^x
 - b) $a^x \log a$
 - c) x
 - d) $\log x$
- 8) $\int e^x dx =$ _____.
 - a) a^x
 - b) $x \log e$
 - c) e^x
 - d) x

B) Explain the following concepts.

04

- 1) Explain run and odd function.
- 2) Write definition of limit of a function and write any two theorems on limits.

Q.2 Write Short problem. (Any Two)

06

- a) Evaluate $\lim_{x \rightarrow \infty} \left[\frac{4x^2 + x - 1}{5x^3 + 7} \right]$
- b) If $y = x^3 - 6x^2 + 9x - 30$ find $\frac{d^2y}{dx^2}$
- c) Using definition of integration prove the following.
- $$\int a^x dx = \frac{a^x}{\log a}$$

Q.3 Slove the problem.

10

- a) If $x^2 + 3xy + y^2 = 5$ then find $\frac{dy}{dx}$

Q.4 Answer any one of the following.

12

- a) i) Find marginal cost function
ii) Average lost function
iii) Marginal average cost function
iv) Minimum average cost $\left[\frac{d\phi}{dx} \frac{d^2\phi}{dx^2} \right]$ if the total cost function is given by
 $C = x^3 + 3x^2 + 8x$
- b) If $f'(x) = 3x^2 + 2x + k$ and $f(0) = 1, f(1) = 4$, find K and $f(x)$

Seat No.	
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**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Insurance (BCOM0211)**

Day & Date: Saturday, 22-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून रिकाम्या जागा भरा. 08
- 1) ——— मालमत्तेचा अग्निविमा उतरविता येतो.

अ) अचल	ब) चल
क) अ व ब दोन्ही	ड) यापैकी नाही
 - 2) एका व्यक्तीने रूपये 2,00,000 किमतीच्या मालाचा रूपये 50,000 अग्नि विमा काढला परंतु प्रत्यक्ष आगीने रूपये 25,000 किमतीचा माल नष्ट झाल्यास त्या विमा पत्रामध्ये सरासरी तत्त्वाचा समावेश असेल तर त्याला नुकसान भरपाईची रक्कम ——— मिळेल.

अ) 5,350	ब) 6,250
क) 7,250	ड) यापैकी नाही
 - 3) एकाच शहरात विविध ठिकाणी असलेल्या मालमत्तेला विमा संरक्षण देण्यासाठी तयार करण्यात आलेल्या विमापत्रास ——— म्हणतात.

अ) तरते विमापत्र	ब) सामान्य विमापत्र
क) निश्चित मूल्य विमापत्र	ड) घोषित विमापत्र
 - 4) मुदती विमा, अनिश्चित मूल्य विमा व प्रवास विमा हे ——— विमापत्राचे प्रकार आहेत.

अ) आयुर्विमा	ब) अग्नी
क) सागरी	ड) अपघात
 - 5) प्रधानमंत्री फसल विमा योजनेसाठी, शेतकऱ्यांना खरीप पिकांसाठी ——— आणि रब्बी पिकांसाठी ——— एकसमान प्रीमियम भरावा लागतो.

अ) 2% & 2.5%	ब) 1.5% & 2.5%
क) 2% & 1.5%	ड) 2.5% & 2%
 - 6) सर्वसाधारण विमा महामंडळाची स्थापना ——— रोजी झाली.

अ) 1 जानेवारी 1953	ब) 1 जानेवारी 1963
क) 1 जानेवारी 1973	ड) 1 जानेवारी 1983
 - 7) विमा नियमन व विकास प्राधिकरणाची स्थापना ——— मध्ये करण्यात आली.

अ) 1999	ब) 2000
क) 2001	ड) 1956

8) IRDA मध्ये 'R' चा अर्थ काय आहे?

अ) नियमन

ब) संशोधन

क) दोन्ही अ आणि ब

ड) यापैकी नाही

ब) खालील संकल्पना लिहा.

04

1) कच्चे विमा पत्र

2) सुएझ कालवा कलम

प्र.2 खालीलपैकी कोणत्याही दोन टीपा लिहा.

06

अ) कृषी विम्याची वैशिष्ट्ये लिहा.

ब) आयुर्विमा महामंडळाचे उद्देश लिहा.

क) सर्वसाधारण महामंडळाची कार्ये लिहा.

प्र.3 भारतात विमा व्यवसायाच्या खाजगीकरणाची गरज काय आहे?

10

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर सविस्तर लिहा.

12

अग्नि विमा म्हणजे काय? अग्नि विमा उतरवण्याची प्रक्रिया स्पष्ट करा.

किंवा

सागरी विम्याची विविध कलमे स्पष्ट करा.

Seat
No.

**B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
Insurance (BCOM0211)**

Day & Date: Saturday, 22-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 a) Choose the correct alternative from the options. 08

- 1) Fire insurance can be taken for _____ property.
 - a) Immovable
 - b) Movable
 - c) Both a & b
 - d) None of these
- 2) A person insured his goods worth Rs. 2,00,000/- for Rs. 50,000/- against the fire, his actual loss by fire is Rs. 25,000/- assuming that there is average clause his claim is
 - a) 5,350
 - b) 6,250
 - c) Rs. 7,250
 - d) None of these
- 3) _____ policy is designed to give cover of insurance to the properties situated at different location in the same town.
 - a) Floating policy
 - b) Ordinary policy
 - c) Valued policy
 - d) Declaration policy
- 4) Time policy, Unvalued policy, Voyage policy are the types of _____ insurance policy.
 - a) Life
 - b) Fire
 - c) Marine
 - d) Accident
- 5) For Pradhan Mantri Fasal Bima Yojana, farmers have to pay a uniform premium of _____ for all Kharif crops and _____ for Rabi crops.
 - a) 2% & 2.5%
 - b) 1.5% & 2.5%
 - c) 2% & 1.5%
 - d) 2.5% & 2%
- 6) General Insurance Corporation of India is established on _____.
 - a) 1st January 1953
 - b) 1st January 1963
 - c) 1st January 1973
 - d) 1st January 1983
- 7) Insurance Regulatory and Development Authority was established in _____.
 - a) 1999
 - b) 2000
 - c) 2001
 - d) 1956
- 8) What does 'R' stand for in IRDA?
 - a) Regulatory'
 - b) Research
 - c) Both a & b
 - d) None of these

b) Explain the following concepts. 04

- a) Cover Note
- b) Suez Canal Clause

- Q.2 Write short notes. (Any Two)** **06**
- a) Write the features of agricultural insurance.
 - b) Write the objectives of LIC
 - c) Write the Functions of GIC
- Q.3 Long answer** **10**
- What is the Need of Privatization of Insurance Business in India?
- Q.4 Answer any one of the following** **12**
- What is fire insurance? Explain the procedure of taking fire insurance policy.
- OR**
- Explain the different clauses of marine policy.

- ब) थोडक्यात टिपा लिहा. 04
- 1) नियंत्रणाचे वैशिष्ट्ये
 - 2) लोकशाही नेतृत्वशैली
- प्र.2 थोडक्यात टिपा लिहा. (कोणतेही दोन) 06
- अ) नियंत्रणाचे महत्त्व
 - ब) "क्ष" सिध्दांत
 - क) बदलाचे प्रकार
- प्र.3 खालील प्रश्नाचे उत्तर लिहा. 10
- कार्यप्रेरणेची आर्थिक आणि आर्थिकेतर साधने स्पष्ट करा.
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- नेतृत्व म्हणजे काय? यशस्वी नेतृत्वाचे गुण स्पष्ट करा.
किंवा
नियोजनबद्ध बदलाची प्रक्रिया स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Principles of Business Management (19405203)**

Day & Date: Thursday, 20-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

- 1) Leadership is _____ Process.
 - a) Intellectual
 - b) Psychological
 - c) Physical
 - d) Economical
- 2) Motivational is _____ condition of workers.
 - a) Psychological
 - b) Personal
 - c) Social
 - d) Economical
- 3) _____ is first step in process of controlling.
 - a) Corrective action
 - b) Division of work
 - c) Setting of goals
 - d) Establishment of standard
- 4) _____ has contributed the "Need Hierarchy Theory of Motivation".
 - a) Adam Smith
 - b) Abraham Maslow
 - c) Douglas McGregor
 - d) Louis Allen
- 5) Organizational Change is a _____ process.
 - a) Half
 - b) Full
 - c) Continuous
 - d) None of These
- 6) _____ is a traditional technique of controlling.
 - a) Budget
 - b) Policy
 - c) Observation
 - d) All of these
- 7) _____ Motivation arises due to fear of punishment and fine.
 - a) Personal
 - b) Positive
 - c) Negative
 - d) Economical
- 8) _____ is basically the ability to shape the attitudes and behavior of others.
 - a) Controlling
 - b) Leadership
 - c) Planning
 - d) All of these

B) Explain the following concepts. 04

- 1) Features of Controlling
- 2) Democratic Leadership Style

Q.2 Write short note / Short answer / Short problem (Any Two). 06

- a) Importance of Controlling
- b) "X" Theory
- c) Types of Change

- Q.3 Long answer/Problem** **10**
Explain Financial and Non-Financial Incentives of Motivation.
- Q.4 Answer any one of the following (Long answer/Problem).** **12**
- a)** What is Leadership? Explain the Qualities of a successful leader
- OR**
- b)** Explain the Process of Planned Change.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Financial Accounting (19405202)**

Day & Date: Friday, 21-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) Under single entry system _____ is prepared to trace out the amount capital.

a) Total Debtors	b) Total Creditors
c) Cash book	d) Opening Balance Sheet
- 2) Credit Sales can be traced out by preparing _____ Account.

a) Total Debtors	b) Total Creditors
c) Profit and loss	d) Trading
- 3) Acceptances received during the year are _____ to Total Creditors account.

a) debited	b) credited
c) added	d) not posted
- 4) Consignor sends a _____ to consignee.

a) Account Sale	b) Pro-forma Invoice
c) sale report	d) Claim form
- 5) Consignee is the _____ of the consignor.

a) Principal	b) Principle
c) Agent	d) Owner
- 6) _____ commission is given to consignee to suffer the loss of bad debts.

a) Ordinary	b) Special
c) Del- creder	d) Additional
- 7) To cancel the _____ in Branch Stock, Branch Adjustment account is opened.

a) loading	b) returns
c) surplus	d) shortage
- 8) Rent and Rates paid are apportioned among the departments on the basis of _____.

a) Sales	b) Space occupied
c) Purchase	d) None-of these

B) Explain the following concepts. 04

- 1) Account Sales
- 2) Stock and Debtor System

Q.2 Write short notes on (Any two). 06

- a) Proforma Invoice
- b) Single Entry System
- c) Dependent Branch

Q.3 Answer the following.

ABC Company of Kolhapur consigned 1000 cycles to Mr. XYZ at Chennai to be sold on behalf of ABC Company on the following conditions.

- a) Cycles may be sold at invoice price or above.
- b) Mr. XYZ is entitled to a commission of 7.5% on invoice price, 20% commission on excess of the invoice price and 2% Commission on credit sales.

The cycles were invoiced at Rs. 200 each, which is 33 1/3 % above cost.

ABC Company incurred Rs. 3500 on insurance and 1500 on freight.

Mr. XYZ received the consignment and accepted 3 months draft drawn on him by ABC Company for Rs.1,00,000. Mr. XYZ sold 800 cycles at Rs. 250 each for cash and 100 cycles at Rs. 275 each on credit.

He paid Rs. 2000 carriage, Rs. 3000 Octroi, Rs. 1500 Rent and Rs. 1000 advertisement.

Mr. XYZ could not recover Rs. 500 from a customer as he became bankrupt.

Mr. XYZ allowed discount Rs. 400 to customers.

Give Ledger Accounts in the books of ABC Company. Also show the working of valuation of stock.

Q.4 Answer any one of the following.

- a) Following information is extracted from the books of Mr. Shubham who keeps his books of accounts under single entry system. You are required to prepare the Trading and Profit & Loss account for the year ending 31st March 2021 and Balance Sheet as on that date.

Receipts and Payments Account

For the year ending 31st March 2021

Receipts	Rs.	Payments	Rs.
To Balance	6,000	By Creditors	81,000
To Sales	34,000	By Salary	4,500
To Debtors	1,25,000	By Rent	2,000
		By Wages	14,000
		By Trade expenses	8,000
		By Purchase	6,000
		By Drawings	15,000
		By Balance	34,500
	1,65,000		1,65,000

The assets and liabilities were as follows:

Particulars	1.4.2020	31.3.2021
Stock the	25,000	36,000
Creditors	13,000	14,000
Debtors	27,000	32,000
Furniture	12,000	12,000
Machinery	40000	40000

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

- b) What is Departmental Accounting? Explain its objectives and advantages.

Q.3 Answer the following questions. (Any 1) 10

- 1) You want to get admitted online to some academic institution. List down all the steps involved in the process.
- 2) Prepare a presentation on your favorite sportsperson.

Q.4 Read the following advertisement. Write a letter of application for it. 10

KIDZE
Requires teacher

Educational Qualifications: Graduate
Experience: Min 6 months in teaching pre-primary
Children

Interested candidate send CV and application at
preprimarykids@gmail.com

- प्र.1 ब) पुढील संकल्पना स्पष्ट करा. 04
1) दसऱ्याचं पान हे सोऱ्याचं कसं आहे असे कवी का म्हणतात?
2) पावसात मुक्तपणे भिजणाऱ्या निसर्गाचे वर्णन कवीने कसे केले आहे?
- प्र.2 टिपा लिहा. (तीन पैकी दोन) 06
1) निबंधाचे स्वरूप
2) आज्ञापत्रातील राजकर्तव्ये
3) लेखकाचे महत्त्व (ए.पी.जे. अब्दुल कलामांच्या मते)
- प्र.3 दीर्घोत्तरी प्रश्न: 10
डॉ. बाबासाहेब आंबेडकरांनी आपल्या भाषणातून भारतीय लोकशाहीचे भवितव्य कशा प्रकारे सांगितले आहे?
- प्र.4 दीर्घोत्तरी प्रश्न: (दोन पैकी एक) 12
निबंध लेखनाची पूर्वतयारी कशी करावी ते सांगून निबंधाच्या चार प्रकारांचे वर्णन करा?
किंवा
लोकनाथ यशवंत यांच्या कवितेतून प्रस्थापित जातिव्यवस्थेवर कशा प्रकारे भाष्य केले आहे?

- प्र.2** निम्नलिखित प्रश्नों में से किन्हीं चार प्रश्नों के उत्तर संक्षेप में लिखिए। **12**
- 1) क्रयादेश पत्र का स्वरूप लिखिए।
 - 2) शिकायती पत्र किसे कहते हैं? संक्षिप्त जानकारी दीजिए।
 - 3) पल्लवन या अनुच्छेद लेखन का स्वरूप लिखिए।
 - 4) निबंध की विशेषताएँ लिखिए।
 - 5) वृत्तांत लेखन के गुण बताइए।
 - 6) दयानंद महाविद्यालय, सोलापुर में आयोजित महात्मा गांधी जयंती समारोह का वृत्तांत लिखिए।
- प्र.3** निम्नलिखित प्रश्नों में से किन्हीं एक प्रश्न का उत्तर लिखिए। **10**
- ‘परदा’ कहानी का कथानक लिखिए।
- अथवा**
- ‘मेरी जाति’ कहानी दलित समाज की जातीय हीनता को दर्शाती है स्पष्ट कीजिए।
- प्र.4** ‘आज मैं लड़ रहा हूँ’ कविता का भाव पक्ष विशद कीजिए। **10**

Seat No.	
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B.A. (Semester - II) (Old) (CBCS) Examination: March/April-2023

URDU

Modern Urdu Poetry (19405208)

Day & Date: Monday, 24-07-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

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

08

سوال نمبر 1. صحیح متبادل کا انتخاب کر کے جملہ مکمل کر کے جوابی پرچے میں لکھیے۔

(1) کلرک کی رات کس میں گزر جاتی ہے؟

(A) پڑھنے۔ (B) لکھنے۔ (C) سننے۔ (D) رونے۔

(2) علامہ اقبال نے کون سی کالج کے طلباء کے نام نظم لکھی ہے؟

(A) علی گڑھ کالج۔ (B) دہلی کالج۔
(C) لاہور کالج۔ (D) ممبئی کالج۔

(3) آج انسان کس کا منکر ہے؟

(A) تعلیم۔ (B) توحید۔
(C) شرک۔ (D) بدعات۔

(4) نظم تبدیلی کے شاعر کا نام کیا ہے؟

(A) جوش ملیح آبادی۔ (B) فیض احمد فیض۔
(C) اختر الایمان۔ (D) فانی بدایونی۔

(5) کس کے پاس اندھیرے کے سوا کچھ بھی نہیں؟

(A) رات۔ (B) دن۔ (C) سورج۔ (D) پرندوں۔

(6) "کون سی الجھن کو سلجھاتے ہیں" یہ نظم کس شاعر کی ہے؟

(A) علامہ اقبال۔ (B) ن۔ م راشد۔ (C) مرزا یاس۔ (D) اصغر گونڈوی۔

(7) کون سی صنف کا ہر شعر معنی اور مفہوم کے اعتبار سے الگ ہوتا ہے؟

(A) نظم۔ (B) مثنوی۔ (C) مرثیہ۔ (D) غزل۔

8) فلک ہے دونوں طرف کا نگاہ بان جب تک
 نہ اپنی آنکھ اُٹھے گی نہ پردہ محمل کا
 مندرجہ بالا شعر کس شاعر کا ہے؟

- (A) محمد حسین آزاد۔
 (B) ناصر کاظمی۔
 (C) مرزایاس چنگیزی۔
 (D) فراق گورکھپوری۔

12

سوال نمبر 2. مندرجہ ذیل اشعار کی تشریح کیجئے اور شاعر کا نام لکھیے: (کوئی چار / 04)

- 1) رنج سفر کی کوئی نشانی تو ساتھ ہو
 تھوڑی سی خاک کوچہ دلبر ہی لے چلیں۔
- 2) شام بھی تھی دھواں دھواں حسن بھی تھا اداس اداس
 دل کو کئی کہانیاں یاد سی آ کے رہ گئیں۔
- 3) دنیا کے ستم یاد نہ اپنی ہی وفا یاد
 اب مجھ کو نہیں کچھ بھی محبت کے سوا یاد
- 4) مجبوری حیات میں راز حیات ہے
 زنداں کو میں نے دوزنِ فرزند اں بنا دیا
- 5) دنیا میری بلا جانے مہنگی ہے یاس سستی ہے
 موت ملے تو مفت نہ لوں ہستی کی کیا ہستی ہے۔
- 6) لیکن میں تو اک منشی ہوں تو اونچے گھر کی رانی ہے
 یہ میری پریم کہانی ہے اور دھرتی سے بھی پرانی ہے

10

سوال نمبر 3. مندرجہ ذیل سوال کا مفصل جواب لکھیے۔ (کوئی ایک / 01)

- 1) نظم 'اندھیرا' کا اجمالی جائزہ بیان کیجئے۔
- 2) نظم 'ہیولی' کا تنقیدی جائزہ تحریر کیجئے۔

10

سوال نمبر 4. نظم 'کھرک' کا نغمہ محبت کا خلاصہ اپنے الفاظ میں تحریر کیجئے۔

Seat No.	
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Set P

B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Principles of Marketing (19405205)

Day & Date: Monday, 24-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न आवश्यक आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) ——— ही उत्पदन किंवा सेवा वापरण्यासाठी किंवा वापरासाठी उपलब्ध करून देण्याची प्रक्रिया आहे.

अ) उत्पादन	ब) साठवण
क) वितरणाचे मार्ग	ड) यापैकी नाही
 - 2) ——— ही सर्वात जुनी आणि पहिली वितरण वाहिनी आहे.

अ) उत्पादक-किरकोळ विक्रेता-ग्राहक	
ब) उत्पादक-ग्राहक	
क) उत्पादक-घाऊक विक्रेता-ग्राहक	
ड) उत्पादक-एजंट-ग्राहक	
 - 3) ——— विक्रीला प्रात्साहन देणारी किंवा मदत करणारी कोणतीही कृती किंवा निर्णय आहे.

अ) उत्पादन	ब) वस्तू
क) वितरणाचे मार्ग	ड) विक्रयवृद्धी
 - 4) ——— ही प्रक्रिया आहे ज्यामध्ये वैयक्तिकरित्या वस्तू आणि सेवा खरेदी करण्याचा निर्णय घेतला जातो.

अ) उपभोक्तवर्तन	ब) उत्पादन वर्तन
क) बजार वर्तन	ड) सर्व
 - 5) जागतिक ग्राहक दिन ——— रोजी साजरा केला जातो.

अ) 26 डिसेंबर	ब) 15 मार्च
क) 15 जून	ड) 26 जानेवारी
 - 6) ——— डिजिटल मार्केटिंगसाठी वापरलेले मोबाईल ॲप्स.

अ) गुगल	ब) व्हाट्सप
क) फेसबुक	ड) सर्व
 - 7) उत्पादनाबद्दल ग्राहकांच्या अपेक्षा ——— संशोधन आहे.

अ) वितरणाचे मार्ग	ब) वस्तू
क) विक्रयवृद्धी	ड) बाजार

- 8) उपभोक्तता वर्तन ---- प्रक्रिया आहे.
अ) मानसशास्त्रीय ब) सामाजिक
क) शारीरिक ड) सर्व

- ब) खालील संकल्पना स्पष्ट करा. 04
1) उपभोक्ता
2) ई-व्यवसाय

- प्र.2 लहान टिपा लिहा. (कोणत्याही दोन) 06
अ) विपणन माहिती पद्धत
ब) आभासी विपणनाचे महत्त्व
क) टेली-मार्केटिंगची पद्धत

- प्र.3 वितरण मार्गचे प्रकार स्पष्ट करा. 10

- प्र.4 उपभोक्ता वर्तनावर परिणाम करणारे प्रकार स्पष्ट करा. 12
किंवा
विपणन संशोधनाचा अर्थ आणि महत्त्व स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Principles of Marketing (19405205)**

Day & Date: Monday, 24-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the options. 08

- 1) _____ is the process of making a product or service available for use or consumption.

a) Production	b) Storage
c) Channels of Distribution	d) None of these
- 2) _____ is the oldest and first distribution channel.

a) Producer-Retailer-Customer	b) Producer-Customer
c) Producer-Wholesaler-Customer	d) Producer-Agent-Customer
- 3) _____ is any action or decision that will promote or help to promote sales.

a) Production	b) Product
c) Channel of Distribution	d) Sales Promotion
- 4) _____ is the process where by individual decide to purchase goods and services.

a) Consumer Behaviour	b) Product Behaviour
c) Market Behaviour	d) All
- 5) World consumer day is celebrated on _____.

a) 26 December	b) 15 March
c) 15 June	d) 26 January
- 6) _____ mobile apps used for digital marketing.

a) Google	b) Whatsapp
c) Facebook	d) All
- 7) Consumer expectations about the product is _____ research.

a) Distribution Channel	b) Product
c) Sales Promotion	d) Market
- 8) Consumer behaviour is _____ process.

a) Psychological	b) Social
c) Physical	d) All

b) Explain the following concepts. 04

- 1) Consumer
- 2) E-Business

- Q.2 Write Short Note (Any two)** **06**
- a) Marketing Information System
 - b) Importance of Virtual Marketing
 - c) Procedure of Tele-Marketing
- Q.3 Explain the types of Distribution Channel.** **10**
- Q.4 Explain the factors affecting Consumer Behaviour.** **12**
- OR**
- Explain meaning and importance of Marketing Research.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
KANNADA**

Modern Prose and Poetry – II (19405209)

Day & Date: Monday, 24-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

- ಪ್ರ.1 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗಳಿಗೆ ಸರಿಯಾದ ಉತ್ತರವನ್ನು ಆರಿಸಿ ಬರೆಯಿರಿ 08
- 1) ನೀರು ಎಂದ ತಕ್ಷಣ ಯಾರ ನೆನಪಾಗುತ್ತದೆ -

1) ಸೀತಮ್ಮ	2) ಗೌರಮ್ಮ
3) ಗಂಗಮ್ಮ	4) ಸಾವಿತ್ರಮ್ಮ
 - 2) ಕನ್ನಡಮ್ಮ ಕೊರಗಲು ----- ಬಳಕೆ ಕಾರಣ

1) ಸಂಸ್ಕೃತ	2) ಹಿಂದಿ
3) ಇಂಗ್ಲೀಷ್	4) ಬಂಗಾಳಿ
 - 3) ----- ಕೊಡಿಸಿದ ಟ್ರಂಕ್.

1) ಅಜ್ಜ	2) ಕಾಕ
3) ಮಾಮಾ	4) ಅಪ್ಪ
 - 4) ಪ್ರೀತಿಯ ತಳಹದಿ ---

1) ತ್ಯಾಗ	2) ಸಿಟ್ಟು
3) ಧೈರ್ಯ	4) ಮತ್ತರ
 - 5) ಕಡಕೋಳ ಮಡಿವಾಳಪ್ಪನವರು ರಚಿಸಿದ ಸಾಹಿತ್ಯ

1) ಕತೆ	2) ನಾಟಕ
3) ಪ್ರಬಂಧ	4) ತತ್ವಪದಗಳು
 - 6) ಕಡಕೋಳ ಮಡಿವಾಳಪ್ಪನವರ ಅಂಕಿತ -

1) ಗುಹೇಶ್ವರ	2) ಕಪಿಲಸಿದ್ಧ
3) ಶಿವ	4) ಗುಡ್ಡದ ಮಹಾಂತ
 - 7) ತನ್ನ ತಾನು ----- ಮೇಲೆ ಇನ್ನೇನಿನ್ನೇನು

1) ಹೇಳಿದ	2) ಕಳೆದ
3) ತಿಳಿದ	4) ಮರೆತ
 - 8) ಕಡಕೋಳ ಮಡಿವಾಳಪ್ಪನವರ ಕಾಲ -

1) 12ನೇ ಶತಮಾನ	2) 20ನೇ ಶತಮಾನ
3) 16ನೇ ಶತಮಾನ	4) 18ನೇ ಶತಮಾನ

- ಪ್ರ.2 ಎರಡು ವಾಕ್ಯಗಳಲ್ಲಿ ಉತ್ತರಿಸಿರಿ. 04
- 1) ಗಂಗಮ್ಮನ ಬೋರ್‌ನಲ್ಲಿ ಸಿಲುಕಿದ ವಸ್ತು ಯಾವುದು?
 - 2) 'ಊರ ಮಂದಿನ ಬಾವಿ ಯಾರ್ ತೋದಿದರೇನು' ಈ ತತ್ವಪದವನ್ನು ರಚಿಸಿದವರು ಯಾರು?

ಪ್ರ.3 ಸ್ವಲ್ಪದರಲ್ಲಿ ಉತ್ತರಿಸಿರಿ. (ಬೇಕಾದ ಎರಡಕ್ಕೆ)

- 1) ಕನ್ನಡದ ಪ್ರಮುಖ ಪ್ರಬಂಧಕಾರರನ್ನು ಹೆಸರಿಸಿರಿ.
- 2) ಕನ್ನಡಕ್ಕೆ ಏಕೆ ಕೊರಗುವಳು?
- 3) ಕಡಕೋಳ ಮಡಿವಾಳಪ್ಪನವರಿಗೆ ಮೆಚ್ಚಿಗೆಯಾದವರು ಯಾರು?

ಪ್ರ.4 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗೆ ಉತ್ತರಿಸಿರಿ.

ಕನ್ನಡವನ್ನು ಹೇಗೆ ಬೆಳಸಬೇಕು? ನಿಮ್ಮ ಮಾತಿನಲ್ಲಿ ನಿರೂಪಿಸಿರಿ.

ಪ್ರ.5 ಕೆಳಗಿನ ಪ್ರಶ್ನೆಗೆ ಪ್ರಬಂಧರೂಪದ ಉತ್ತರ ಬರೆಯಿರಿ (ಬೇಕಾದ ಒಂದಕ್ಕೆ)

- 1) ಮಡಿವಾಳಪ್ಪನವರ ಸಾಮಾಜಿಕ ವಿಚಾರಗಳನ್ನು ವಿವರಿಸಿರಿ.
- 2) ಅಪ್ಪ ಕೊಡಿಸಿದ ಟ್ರಂಕ ಹೇಗಿತ್ತು? ಅದರ ಮಹತ್ವ ನಿರೂಪಿಸಿರಿ.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Business Economics (19405204)**

Day & Date: Tuesday, 25-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — यांच्यातील कार्यात्मक संबंध म्हणजे उत्पादन फलन होय.
अ) आदान-वेतन ब) आदान-खंड
क) आदान-प्रदान ड) वेतन-खंड
 - 2) समबिंदूच्या स्थितीत — असते.
अ) एकूण प्राप्ती = एकूण खर्च ब) एकूण प्राप्ती > एकूण खर्च
क) एकूण प्राप्ती < एकूण खर्च ड) यापैकी नाही
 - 3) — म्हणजे श्रमिकांना त्याचा कामाचा दिला जाणारा मोबदला होय.
अ) खंड ब) नफा
क) वेतन ड) यापैकी नाही
 - 4) वस्तूभेद हे — बाजाराचे वैशिष्ट्ये आहे.
अ) पूर्णस्पर्धा ब) मक्तेदारी
क) मक्तेदारीयुक्त स्पर्धा ड) वरील सर्व
 - 5) नफ्याचा — सिद्धांत शुम्पीटर यांनी मांडला.
अ) नवप्रवर्तन ब) जुना
क) आधुनिक ड) वरील सर्व
 - 6) सीमांत खर्च = $\frac{\text{एकूण खर्चातील बदल}}{\text{-----}}$
अ) उत्पादनातील बदल ब) नफ्यातील बदल
क) सरासरी खर्चातील बदल ड) यापैकी नाही
 - 7) — ही संकल्पना सर्वप्रथम मार्शल यांनी मांडली.
अ) खंड ब) आभासी खंड
क) वेतन ड) नफा
 - 8) — त्यागाबद्दल व्यक्तीला मिळणारे बक्षीस म्हणजे व्याज होय.
अ) वेतन ब) रोखता
क) नफा ड) खंड

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) आभासी खंड
 - 2) नफा म्हणजे काय?
- प्र.2 थोडक्यात टिपा लिहा. (कोणत्याही दोन) 06
- 1) सरासरी उत्पादन खर्च
 - 2) वेतन म्हणजे काय?
 - 3) अंतर्गत बचती
- प्र.3 दीर्घोत्तरी प्रश्न 10
- पूर्ण स्पर्धेची वैशिष्ट्ये स्पष्ट करा.
- प्र.4 दीर्घोत्तरी प्रश्न (कोणताही एक) 12
- 1) समबिंदू विश्लेषणाचे महत्व सांगा.
 - 2) बदलत्या प्रमाणाच्या नियमाची चर्चा करा.

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Business Economics (19405204)**

Day & Date: Tuesday, 25-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Fill in the blanks.

08

- 1) The functional Relationship between _____ is called production function.
 - a) Input-wage
 - b) Input-Rent
 - c) Input-output
 - d) Wage and Rent
- 2) _____ situation occur in break-even point.
 - a) Total revenue = total cost
 - b) Total revenue > total cost
 - c) Total revenue < total cost
 - d) None of these
- 3) _____ means the labour paid remuneration for their work.
 - a) Rent
 - b) Profit
 - c) Wage
 - d) None of these
- 4) Product discrimination is their features of _____ market.
 - a) Perfect competition
 - b) Monopoly
 - c) Mopolystic competition
 - d) All the above
- 5) Schumpeter introduced the _____ theory of profit.
 - a) Innovation
 - b) Old
 - c) Modern
 - d) All the above
- 6) Marginal cost = $\frac{\text{change in total cost}}{\text{-----}}$
 - a) Change in output
 - b) Change in profit
 - c) Change in average cost
 - d) None of these
- 7) The concept of _____ firstly introduced by Marshall.
 - a) Rent
 - b) Quasi rent
 - c) Wage
 - d) Profit
- 8) Interest is the reward for parting with the _____.
 - a) Wage
 - b) Liquidity
 - c) Profit
 - d) rent

B) Write short answer.

04

- 1) Quasi rent
- 2) What is profit

Q.2 Write short note (any two)

06

- a) Average production cost
- b) What is wages
- c) Internal Economics

- Q.3 Long answer** **10**
Characteristics of perfect competition.
- Q.4 Long answer (Any One)** **12**
a) Importance of Break-even point.
b) Discuss the law of variable proportion.

Seat No.	
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B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Business Mathematics (19405212)

Day & Date: Saturday, 22-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the most appropriate alternative from the following. 08

- 1) The limit of the ratio of relative change in demand to relative change in price is called _____.
 - a) Elasticity of demand
 - b) Relative change in demand
 - c) Relative change in price
 - d) None of the above
- 2) Marginal Cost (MC) = _____.
 - a) $\frac{c}{x}$
 - b) $\frac{dC}{dx}$
 - c) $\frac{d(AC)}{dx}$
 - d) None of these
- 3) Breakeven point is defined as the point at which revenue is equal to _____.
 - a) Profit
 - b) Cost
 - c) Loss
 - d) None of these
- 4) If $f(x) = 3x + 10$, then the range of the function is the collection of _____.
 - a) Negative integers
 - b) Imaginary numbers
 - c) Real numbers
 - d) None of these
- 5) The function $y = 3$ is _____ function
 - a) Increasing
 - b) Decreasing
 - c) Neither increasing nor decreasing
 - d) None of these
- 6) Which of the following function is an even function?
 - a) $3x^4 + x^2$
 - b) $x^3 + \frac{1}{x^2}$
 - c) $4x^3 + x$
 - d) $2x + 3x^3$
- 7) $\lim_{x \rightarrow \infty} \left(\frac{x+2}{x}\right)^x =$ _____.
 - a) e
 - b) e^2
 - c) $1/e$
 - d) $2e$
- 8) An equation that relates price per unit with the quantity demanded at the price is called as _____ function
 - a) Supply
 - b) Demand
 - c) Profit
 - d) Revenue

B) Explain the following concepts. 04

- 1) Break - Even Analysis
- 2) First Principle of derivative

- Q.2 Attempt the following problem (any two).** **06**
- a) Evaluate $\lim_{x \rightarrow 2} \frac{\sqrt{x^2+1}-\sqrt{5}}{x-2}$
- b) If $y = f(x) = x^2 + 3x + 4$ find $x = f^{-1}(y)$ and also find domain.
- c) Prove that: $\frac{dy}{dx} = u \frac{dv}{dx} + v \frac{du}{dx}$
- Q.3 Attempt the following problem.**
- a) Define: Elasticity of Demand and Find the elasticity of demand, if demand y for a commodity when its price is x , is given by $y = \frac{x+2}{x-1}$. When the price is 3 units. **04**
- b) Find: $\int \frac{5x^2+27x+60}{(x+5)(x-3)^2} dx$ **06**
- Q.4 Answer any one of the following.**
- a) 1) **Define:** **08**
- i) Average cost
- ii) Marginal cost
- iii) Marginal average cost **and**
The cost function is given by $C = 2 + 3x + x^2$ when x is the number of articles produced. Find the total cost, average cost and marginal cost at $x = 3$.
- 2) Evaluate: $\int_0^5 \frac{\sqrt[4]{x+4}}{\sqrt[4]{x+4} + \sqrt[4]{9-x}} dx$ **04**
- b) 1) The selling price of a certain commodity is given by $P(x) = 1030 - 3x$. The manufacturing cost is given by $C(x) = 36000 + 250x$. Find **08**
- i) profit function,
- ii) break-even values,
- iii) the values of x for which there is no loss. Also show $R(x)$ and $C(x)$ curves.
- 2) Find $\frac{dy}{dx}$ if $\log \sqrt{x + \sqrt{x^4 + x^2}}$ **04**

Seat No.	
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**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Insurance (19405211)**

Day & Date: Saturday, 22-07-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) ——— हा अग्री विमा घेण्याच्या कार्यपध्दतीतील प्रथम टप्पा आहे.
अ) विमा कंपनीची निवड ब) मालमत्तेचे सर्वेक्षण
क) जोखीम निश्चित करणे ड) यापैकी नाही
 - 2) सागरी विमापत्राची सुरुवात ——— कलमाने होते.
अ) नाव ब) जहाज
क) विमाहपता ड) विमा धोका
 - 3) निश्चित मूल्य विमापत्र हा ——— विमा प्रकार आहे.
अ) पिक ब) मोटार
क) अग्नी ड) यापैकी नाही
 - 4) भारतामध्ये विमा कायदा ——— साली संमत झाला.
अ) 1938 ब) 1942
क) 1963 ड) 1948
 - 5) केंद्र सरकारने ——— मध्ये पीक विमा सुरु केला.
अ) 1983 ब) 1963
क) 1985 ड) 1958
 - 6) IRDA चे मुख्य कार्यालय येथे आहे.
अ) बंगलोर ब) हैदराबाद
क) चेन्नई ड) मुंबई
 - 7) जेटीसनमुळे होणारी हानी ——— विमापत्र द्वारे भरून मिळते.
अ) सागरी ब) अग्नि
क) अपघात ड) आयु
 - 8) सागरी विमा कायदा ——— साली संमत झाला.
अ) 1938 ब) 1936
क) 1963 ड) 1948
- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) सरासरी विमापत्र
 - 2) सुवेज्ञ कालवा कलम

- प्र.2 लहान टिप लिहा. (कोणत्याही दोन) 06
- 1) पीक विमा
 - 2) सागरी धोके
 - 3) गुरांचा विमा
- प्र.3 अग्निविमापत्र घेण्याची कार्यपध्दत स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- IRDA ची उद्दिष्टे आणि कार्ये स्पष्ट करा.
- किंवा
- सागरी विम्याचा अर्थ आणि महत्त्व स्पष्ट करा.

Seat No.	
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Set P

**B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
Insurance (19405211)**

Day & Date: Saturday, 22-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the Correct Alternative. 08

- 1) _____ is first step in taking fire insurance policy.
 - a) Selection of the insurance company
 - b) Survey of the property
 - c) Determining the risk
 - d) None of these
- 2) Marine insurance policy starts with the _____ Clause.
 - a) Name
 - b) Hull/ Vessel
 - c) Premium
 - d) Insurance Risk
- 3) Valued policy is the type of _____ insurance.
 - a) Crop
 - b) Motor
 - c) Fire
 - d) None of these
- 4) Insurance Act passed in India in the year _____.
 - a) 1938
 - b) 1942
 - c) 1963
 - d) 1948
- 5) Crop insurance was introduced by central government in _____.
 - a) 1983
 - b) 1963
 - c) 1985
 - d) 1958
- 6) The main office of IRDA is at _____.
 - a) Bangalore
 - b) Hyderabad
 - c) Chennai
 - d) Mumbai
- 7) Loss due to jettison is compensated under _____ insurance.
 - a) Marine
 - b) Fire
 - c) Accident
 - d) Life
- 8) Marine insurance Act was passed in the year _____.
 - a) 1938
 - b) 1936
 - c) 1963
 - d) 1948

B) Explain the following concepts. 04

- 1) Average Policy.
- 2) Suez Canal Clause.

Q.2 Write Short Notes. (Any Two) 06

- a) Crop Insurance.
- b) Marine Perils.
- c) Cattle Insurance.

- Q.3** Explain the procedure of taking fire insurance policy. **10**
- Q.4** Explain the Objectives and Functions of IRDA. **12**
- OR**
- Explain meaning and importance of marine insurance.

- ब) खालील संकल्पना स्पष्ट करा.
1) बाजार प्रणाली
2) पर्यटन म्हणजे काय?

- प्र.2 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) 06
अ) भारतातील पर्यटनाचे महत्त्व स्पष्ट करा.
ब) बाजाराचे वर्गीकरण स्पष्ट करा.
क) विपणन भूगोलाचे महत्त्व सांगा.
- प्र.3 भारतातील महत्वाचे लोह मार्ग स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे थोडक्यात उत्तर लिहा. 10
अ) बाजार प्रणालीवर परिणाम करणारे विविध भौगोलीक घटकांचे वर्णन करा.
ब) विपणन भूगोलाचे स्वरूप व व्याप्ती स्पष्ट करा.

Seat No.	
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B.Com. (Semester - II) (Old) (CBCS) Examination: March/April-2023
ECONOMIC COMMERCIAL GEOGRAPHY
Marketing Geography (19405213)

Day & Date: Saturday, 22-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Rewrite the following sentences by choosing appropriate words. 08

- 1) Marketing geography is a branch of _____ Geography.
 - a) Economic
 - b) Political
 - c) Cultural
 - d) Commercial
- 2) Market area is a _____ components of the marketing geography.
 - a) Primary
 - b) Secondary
 - c) Tertiary
 - d) Forth
- 3) The word market is derived from the _____ word mercatus.
 - a) Germany
 - b) Latin
 - c) Arabic
 - d) Hindi
- 4) There are _____ kinds of mode of transportation.
 - a) 3
 - b) 4
 - c) 5
 - d) 6
- 5) Fort and capital are the _____ type of tourist centers.
 - a) Cultural
 - b) Historical
 - c) Political
 - d) Economic
- 6) Mumbai to Thane first railway line started in the year of _____.
 - a) 1753
 - b) 1853
 - c) 1953
 - d) 1850
- 7) _____ type of transportation is Costly.
 - a) Airway
 - b) Waterway
 - c) Roadway
 - d) Railway
- 8) Agra tourist place is famous for _____.
 - a) Saibaba temple
 - b) Taj hotel
 - c) Vittal Rukmini temple
 - d) Tajmahal

B) Explain the following concepts. 06

- 1) Market System
- 2) Tourism

Q.2 Write short note/Short answer/Short problem (any two) 06

- a) Explain the importance of tourism in India.
- b) Classification of markets
- c) Importance of marketing geography

- Q.3** Explain the Major rail routes in the India. **10**
- Q.4** **Answer the following questions. (Any One)** **10**
- a) Explain the different geographical factors affecting on the market system.
 - b) Explain the nature and scope of Marketing Geography.

Seat No.	
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Set	P
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B.Com. (Semester - III) (CBCS) Examination: March/April-2023
Fundamentals of Entrepreneurship (Paper – I) (19405304)

Day & Date: Wednesday, 05-07-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
 2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) योग्य पर्याय निवडा. 08
- 1) उद्योजकाचे महत्त्वाचे वैशिष्ट्य ---- आहे.
 अ) धैर्य ब) आत्मविश्वास
 क) चारित्र्य ड) वरील सर्व
 - 2) ---- यांचा विश्वास होता की एक उद्योजक नवकल्पनाद्वारे अर्थशास्त्रीय नफा मिळवू शकतो.
 अ) हेन्री फेयॉल ब) एफ डब्लू टेलर
 क) जोसेफ शुम्पीटर ड) रतन टाटा
 - 3) स्टॅन्ड अप इंडिया योजना ---- रोजी सुरु करण्यात आली.
 अ) एप्रिल 2016 ब) मार्च 2015
 क) एप्रिल 2014 ड) मार्च 2020
 - 4) प्रकल्प व्यवस्थापनाच्या एकूण ---- अवस्था आहेत.
 अ) 5 ब) 4
 क) 2 ड) 6
 - 5) भारत सरकार ---- ला उद्योग आधार प्रदान करते.
 अ) अर्थतज्ञ ब) संशोधक
 क) उद्योजक ड) यापैकी नाही
 - 6) प्रधानमंत्री मुद्रा योजनेची सुरुवात ---- साली झाली.
 अ) 2016 ब) 2015
 क) 2017 ड) 2014
 - 7) खालीलपैकी कोणते उद्योजकतेसमोरील आव्हान आहे?
 अ) जागतिकीकरण ब) आधुनिक तंत्रज्ञान
 क) वित्त ड) वरील सर्व
 - 8) महाराष्ट्र दुकाने आणि आस्थापना कायदा ----
 अ) 1960 ब) 2018
 क) 1999 ड) 2020
- ब) खालील संकल्पना स्पष्ट करा. 04
- अ) उद्योग आधार
 - ब) उद्योजक

- प्र.2 टिपा लिहा (कोणत्याही दोन) 06
अ) स्टार्ट अप
ब) उद्योजकता
क) महाराष्ट्र दुकान व आस्थापना अधिनियम
- प्र.3 प्रकल्प व्यवस्थापन म्हणजे काय? प्रकल्प व्यवस्थापनाचे टप्पे लिहा. 10
- प्र.4 खालील प्रश्नांची उत्तरे लिहा. (कोणताही एक) 12
अ) उद्योजक ही संकल्पना स्पष्ट करून, उद्योजकाची गुणवैशिष्ट्ये आणि प्रकार लिहा.
किंवा
ब) सूक्ष्म, लघु आणि मध्यम उद्योगाच्या समस्या आणि उपाय स्पष्ट करा.

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Start Up
 - b) Entrepreneurship
 - c) Maharashtra Shop and Establishment Rule
- Q.3** What is mean by Project Management? Write stages of Project Mangement. **10**
- Q.4 Answer any One of the following:** **12**
- What is mean by Entrepreneur? Explain qualities and types of Entrepreneurs.
- OR**
- Explain the problems and remedies of micro, small and medium Enterprise.

8) ---- या अर्थतज्ञाने अंशलक्षी व समग्रलक्षी अर्थशास्त्र या संकल्पना सर्वप्रथम उपयोगात आणल्या.

अ) केन्स

ब) रॅग्नर फ्रिश

क) डॉ. मार्शल

ड) प्रो. बोल्डींग

ब) खालील संकल्पना स्पष्ट करा.

04

1) चलनवाढ

2) पैशाचे मूल्य

प्र.2 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

06

अ) किंमत निर्देशांक

ब) व्यक्तिगत उत्पन्न

क) चलनघट

प्र.3 स्थूल अर्थशास्त्राचे स्वरूप आणि व्याप्ती स्पष्ट करा.

10

प्र.4 चलनघट म्हणजे काय? चलनघटीची कारणे व परिणाम स्पष्ट करा.

12

किंवा

राष्ट्रीय उत्पन्न म्हणजे काय? राष्ट्रीय उत्पन्नाच्या विविध संकल्पना स्पष्ट करा.

Seat
No.

B.Com. (Semester - III) (CBCS) Examination: March/April-2023
Business Economics – II (19405302)

Day & Date: Thursday, 06-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) The Central Bank of India measures _____ to control inflation and deflation.
 - a) Monetary Policy
 - b) Fiscal Policy
 - c) a and b
 - d) None of these
- 2) _____ is a State in which the value of money falls with rise in prices.
 - a) Deflation
 - b) Inflation
 - c) Depression
 - d) None pf these
- 3) In the equation $P = \frac{MV + M_1V_1}{T}$, P is stand for _____.
 - a) Velocity of money
 - b) Value of money
 - c) Total Translations
 - d) Price level
- 4) _____ are the causes of Deflation.
 - a) Increase in public debt
 - b) Increase in Bank rate
 - c) Surplus Budget
 - d) All the above
- 5) $\frac{\text{Gross National Product}}{\text{Total Population}} = \text{_____}$.
 - a) Net National Product
 - b) Disposable Income
 - c) Per Capita Income
 - d) Public Income
- 6) Gross National Product = Gross Domestic Product + Export – _____.
 - a) Import
 - b) Depreciation
 - c) Personal Income
 - d) None of these
- 7) National Income is subject matter of _____.
 - a) Macro Economics
 - b) Micro Economics
 - c) Static Economics
 - d) None of these
- 8) The concept of Micro and Macro Economics were first introduced by _____.
 - a) Keynes
 - b) Ragnar Frish
 - c) Dr. Marshall
 - d) Prof Boulding

B) Explain the following concepts.

04

- 1) Inflation
- 2) Value

- Q.2 Write Short answer. (Any Two)** **06**
- a) Price Index
 - b) Personal Income
 - c) Deflation
- Q.3 Explain the nature and scope of Macro Economics.** **10**
- Q.4 What is deflation? Explain the causes and effects of deflation.** **12**
- OR**
- What is National Income? Explain the different concepts of National Income.

Seat No.	
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B.Com. (Semester - III) (CBCS) Examination: March/April-2023
Corporate Accounting (19405303)

Day & Date: Friday, 07-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) The generally accepted accounting principles are renamed as _____.
 a) Accounting Norms b) Accounting standards
 c) Accounting concepts d) Accounting conventions
- 2) Accounting standard _____ relates to Accounting for consolidated financial statement.
 a) AS 05 b) AS 06
 c) AS 21 d) AS 10
- 3) When shares are issued at Premium, amount of premium will be credited to _____.
 a) Share Premium Account b) Share first call Account
 b) Share Allotment Account d) Share Forfeited Account
- 4) Dividend declared between two financial year is known as _____ dividend.
 a) Interim b) proposed
 c) unclaimed d) Claimed
- 5) Expenses of fixed nature can be classified in _____ ratio for profit prior to and after Incorporation.
 a) time b) specific
 c) sales d) varied
- 6) When Share are forfeited, Share Capital Account is debited with _____.
 a) Nominal value of shares b) Called-up value of shares
 b) Paid-up value of shares d) Market value of shares
- 7) Profit prior to incorporation period if not otherwise used, is transferred to _____.
 a) Capital b) General
 c) Reserve for doubtful debt d) None of these
- 8) The authorized capital is also known as _____.
 a) Forfeited Capital b) Borrowed Capital
 c) Paid up Capital d) Nominal Capital

B) Explain the following Concepts. 04

- 1) Accounting standard - cash flow statement
- 2) Forfeiture of Shares

Mr. Max holding 100 shares failed to pay first and final call.

Mr. Rex holding 200 shares did not paid final call.

The directors forfeited the shares held by Mr. Max and reissued them at Rs. 16 per share as fully paid.

Pass Journal Entries in the books of Techno Craft Ltd.

OR

- b) Manish Co. Ltd. has an authorized capital of Rs. 4,00,000 divided into 4,000 Equity Shares of Rs. 100 each. Following is the Trial Balance of the Co. as on 31-3-2017.

Debit Balance	Rs.	Credit Balance	Rs.
Cash in hand	2,000	Issued Share Capital	2,00,000
Motor	74,000	Rent Received	7,000
Sundry Debtors	19,200	Sales	2,10,000
Salaries	30,000	Sundry Creditors	33,600
Stock (1-4-2016)	14,000	P&L Statement Surplus	45,000
Postage	800	Bank Overdraft	24,400
Purchases	60,000		
Travelling Expenses	8,000		
Carriage Inward	4,000		
Machinery	1,60,000		
Building	1,00,000		
Printing & Stationery	4,000		
General Expenses	3,000		
Directors Fees	5,000		
Discount allowed	3,000		
Audit fees	1,000		
Wages	16,000		
Interim Dividend	10,000		
Calls in Arrears	6,000		
	5,20,000		5,20,000

- 1) Stock on 31-3-2017 was Rs. 12,000.
 - 2) Outstanding wages Rs. 2,000.
 - 3) Create a Reserve for Doubtful Debts at 5% on Debtors
 - 4) Depreciate Machinery by Rs. 4,000, Building by Rs. 14,000 and Motor by Rs. 1,240.
- Prepare Statement of Profit & Loss Account, for the year ended 31 -3-2017

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) उच्चशक्ती पैशाची व्याख्या
 - 2) चलनविषयक धोरण
- प्र.2 खालीलपैकी कोणत्याही दोन टिपा लिहा. 06
- 1) नाणेबाजाराचे महत्व
 - 2) रिझर्व बँकेची भूमिका
 - 3) वित्ताचे प्रकार
- प्र.3 भारतीय नाणेबाजाराचे स्वरूप आणि वैशिष्ट्ये स्पष्ट करा. 10
- थकंवा**
- आर्थिक विकासातील वित्तीय भूमिका स्पष्ट करा.
- प्र.4 चलनविषयक धोरण म्हणजे काय? चलनविषयक धोरणाची मर्यादा स्पष्ट करा. 12

Seat
No.

B.Com. (Semester - III) (CBCS) Examination: March/April-2023
Money and Financial System (19405306)

Day & Date: Sunday, 09-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) Medium of exchange is _____ function of money.
 - a) Primary
 - b) Secondary
 - c) Contigent
 - d) None of these
- 2) Money market is related with _____ funds.
 - a) Large term
 - b) Medium term
 - c) Short term
 - d) None of these
- 3) Hawala Market is _____ Market.
 - a) Good
 - b) Legal
 - c) Illegal
 - d) None of these
- 4) R.B.I. established in _____ year.
 - a) 1931
 - b) 1935
 - c) 1947
 - d) 1960
- 5) _____ controls the Indian Capital Market.
 - a) SBI
 - b) RBI
 - c) SEBI
 - d) NABARD
- 6) Monetary Policy is implemented by _____.
 - a) Commercial bank
 - b) Central bank
 - c) Urban bank
 - d) Co -operative bank
- 7) 14 Commercial banks are nationalized in _____ year.
 - a) 1982
 - b) 1969
 - c) 1955
 - d) 1960
- 8) The Chief Component of a Financial System is _____.
 - a) Financial Market
 - b) Financial Institution
 - c) Financial Instrument
 - d) all of the above.

B) Short answer. 04

- 1) Concept of High Power Money.
- 2) Monetary Policy

Q.2 Write Short Notes. (Any Two) 06

- a) Importance of money market
- b) Role of R. B.I.
- c) Kinds of finance

- Q.3 Write a long answers (any One)** **10**
- 1) Explain the nature and features of Indian Money Market.
 - 2) Explain the role in finance in economic development.
- Q.4 Write long answer.** **12**
- What is meant by Monetary Policy? Explain the limitations of Monetary Policy.

Seat No.	
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**B.Com (Semester - III) (CBCS) Examination: March/April-2023
ENGLISH (Comp.)**

Literary Insights (19405301)

Day & Date: Saturday, 08-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 Rewrite the following by choosing the correct alternative. 08

- 1) According to Shastriji whatever your station in future life you should find all think of yourself as _____.
a) Future leader of India b) Citizens of India
c) warriors of peace d) all of the above
- 2) Fundamental rights guaranteed by constitution subject citizens to _____.
a) Live an unregulated life b) Take up voluntary services
c) Certain responsibilities d) Be loyal to their families
- 3) Vijay Bhatkar was born in _____ district of Maharashtra.
a) Beed b) Dhule
c) Nagpur d) Akola
- 4) Shaw was known as _____ orator.
a) Anarchist b) Capitalist
c) Socialist d) Pompous
- 5) What, according to the Shakespeare is the first stage of human life.
a) Infancy b) Old age
c) Being student d) Death
- 6) The poet says that the _____ will survive this Slayer.
a) Tiger b) Deer
c) Slain d) Hunter
- 7) It was very noisy that I could not _____ anything. (Choose the correct homophone)
a) Hair b) Hare
c) Here d) Hear
- 8) They _____ play the drums as well as guitar (present ability).
a) Must b) Would
c) Can d) Could

Q.2 Write the answers in short. (Any Four) 12

- 1) Discuss the difficulties faced by the young students.
- 2) Describe in your own words Shaw's first experience as public speaking. What did that result in?
- 3) Describe the incident at St. James' Hall.
- 4) What stages are discussed by Shakespeare about human life in the poem 'all the world's the stage'?
- 5) What is the theme of the poem the tiger and the deer?
- 6) What does the poet suggest in the poem leisure?

Q.3 Answer any One of the following broad Question. 10

- 1) Write an application letter for the post of a Branch Manager at the Bajaj Finance Ltd. University Road, Mumbai.
- 2) You are Dr. Manju Prakash of Kanpur. The modem you bought two weeks ago from Asia electronics in Delhi is giving you problems. Write an e-mail to be sent to the manager of the company making complaint about the defective modem and asking for it to be replaced at earliest.

Q.4 Answer the following broad question. 10

What is adaptability? Explain with examples.

Seat
No.

B.Com. (Semester - III) (CBCS) Examination: March/April-2023
Business Statistics (19405305)

Day & Date: Monday, 10-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) The data collected directly from the main source where it is generated is called as _____.
 - a) Primary data
 - b) Secondary data
 - c) Used data
 - d) Tertiary data
- 2) The correct relation between variance and standard deviation (SD) is
 - a) $SD = (\text{Variance})^2$
 - b) $SD = (\text{Variance})^{1/2}$
 - c) $SD = \text{Variance}$
 - d) $SD = |\text{Variance}|$
- 3) The formula for coefficient of variation (CV) is
 - a) $CV = \frac{\text{Standard Deviation}}{|\text{Mean}|} \times 100$
 - b) $CV = \frac{|\text{Mean}|}{\text{Standard Deviation}} \times 100$
 - c) $CV = |\text{Mean}| \times \text{Standard Deviation} \times 100$
 - d) $CV = \frac{\text{Variance}}{|\text{Mean}|} \times 100$
- 4) Which of the following is a unitless measure of dispersion?
 - a) Standard deviation
 - b) Mean deviation
 - c) Coefficient of variation
 - d) Quartile deviation
- 5) Formula of coefficient of quartile deviation (CQD) is _____.
 - a) $CQD = \frac{Q_1}{Q_3}$
 - b) $CQD = \frac{Q_3}{Q_1}$
 - c) $CQD = \frac{Q_3 - Q_1}{Q_3 + Q_1}$
 - d) $CQD = \frac{Q_3 - Q_1}{Q_3 - Q_2}$
- 6) Which of the following is a simplest graphical tool to detect correlation between two random variables?
 - a) Scatter diagram
 - b) Bar chart
 - c) Pie chart
 - d) Histogram
- 7) The formula of Karl-Pearson's correlation coefficient (r) between X and Y is
 - a) $r = \frac{\text{Cov}(X,Y)}{V(X)}$
 - b) $r = \frac{\text{Cov}(X,Y)}{V(Y)}$
 - c) $r = \frac{\text{Cov}(X,Y)}{V(X)V(Y)}$
 - d) $r = \frac{\text{Cov}(X,Y)}{SD(X)SD(Y)}$

8) What will be the median of the following data: 13,15,11,19,18

- a) 11
- b) 15
- c) 13.5
- d) 19

B) Explain the following concepts. 04

- 1) Explain the concept of a sample.
- 2) Define first quartile for discrete and as well as continuous distribution.

Q.2 Write Short Notes. (Any Two) 06

- a) Write a short note on simple random sampling.
- b) What do you mean by central tendency? List down different measures of central tendency.
- c) Write a note on applications of Statistics in various fields of business.

Q.3 Answer the following. 10

- 1) Define discrete and continuous frequency distribution. Define the following for both these types
 - i) Arithmetic mean
 - ii) Geometric mean
 - iii) Harmonic mean
 - iv) Mode

Q.4 Answer any one of the following. 12

- a) Explain, in detail, the construction of histogram as well as Ogive curves.
- b) Explain the concept of regression. What are the two lines of regression? Also state the relation between regression coefficients and correlation coefficient.

- ब) उत्तरे लिहा. 04
अ) सार्वजनिक कर्ज म्हणजे काय?
ब) प्रत्यक्ष कर म्हणजे काय?
- प्र.2 टीपा लिहा (कोणत्याही दोन) 06
अ) व्यवहारतोल म्हणजे काय?
ब) नवोपक्रम म्हणजे काय?
क) क्रयशक्ती समता सिद्धांत
- प्र.3 शुंम्पीटर यांचा नवोपक्रम सिधान्त स्पष्ट करा. 10
- प्र.4 खालील प्रश्नाचे उत्तर लिहा. (कोणताही एक) 12
अ) प्रत्यक्ष कराच्या गुण-दोषांची चर्चा करा.
किंवा
ब) सार्वजनिक कर्जवाढीची कारणे सांगा.

Seat No.	
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B.Com. (Semester - IV) (CBCS) Examination: March/April-2023
BUSINESS ECONOMICS – II (19405402)

Day & Date: Monday, 19-06-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives. 08

- 1) Incidence of tax and burden of tax falls on different person is called _____ tax.

a) Direct	b) Indirect
c) Direct & Indirect	d) None of these
- 2) Purchasing power parity theory of exchange rate is produced by _____.

a) Malthus	b) Gustav Cassel
c) Ricardo	d) None of these
- 3) In a business cycle terminal point of recession is called as _____.

a) Depression	b) Recovery
c) Prosperity	d) None of these
- 4) Public expenditure related with _____ expenditure.

a) Private	b) Personal
c) Government	d) None of these
- 5) When current expenditure is less than current revenue is called _____ budget.

a) Deficit	b) Surplus
c) Balanced	d) None of these
- 6) _____ state Implemented VAT firstly in India.

a) Maharashtra	b) Haryana
c) Karnataka	d) None of these
- 7) Terms of trade = $\frac{\text{Index of Export price}}{\text{Index of Import price}} \times 100$

a) Index of import price	b) Index of Internal Price
c) Index external price	d) None of these
- 8) Business cycle is purely “monetary phenomenon” this statement made by _____.

a) Schumpeter	b) Hawtray
c) Keynes	d) None of these

B) Write answer 04

- 1) What is public debt?
- 2) Direct tax.

- Q.2 Write Short Notes. (Any Two)** **06**
- a) What is Balance of Payment?
 - b) What is Innovation?
 - c) Purchasing power parity.
- Q.3** Explain the innovation theory of Schumpeter. **10**
- Q.4 Long Answer (Any One)** **12**
- Merit and Demerit of Direct tax.
- OR**
- Explain the causes of the growth of public expenditure.

Seat
No.

B.Com. (Semester - IV) (CBCS) Examination March/April-2023
Corporate Accounting (19405403)

Day & Date: Tuesday, 20-06-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicate full marks.
 3) Attempt any two from Q. 2(A), (B) and (C)
 4) Attempt any One from Q. 4 (A) and Q. 4 (B)
 5) Use of calculator is allowed

Q.1 A) Choose the correct alternatives from the options.**08**

- 1) Current Assets Minus _____ = Working capital.
 - a) Current Liabilities
 - b) All Liabilities
 - c) Investment
 - d) Capital
- 2) When the term fund is taken as cash, the statement is called as _____.
 - a) Working capital statement
 - b) Revenue statement
 - c) Funds flow statement
 - d) Cash flow statement
- 3) If net profits are Rs. 25,000 and expenses not resulting in the application of fund are Rs. 5,000, then the funds from operation will be _____.
 - a) Rs. 25,000
 - b) Rs. 20,000
 - c) Rs. 5,000
 - d) Rs. 30,000
- 4) In the absence of market value or realisable value of any asset, _____ of that asset is treated as market or realisable value.
 - a) Book value
 - b) Fair value
 - c) Yield value
 - d) Intrinsic value
- 5) Break-up value of shares can be determined by _____.
 - a) Fair value method
 - b) Yield method
 - c) Net Assets method
 - d) All of these
- 6) Profit for the last four years is Rs. 20,000; Rs. 80,000; Rs. 90,000 and Rs. 1,10,000; then the value of goodwill on the basis of 3 years purchase of the profit will be _____.
 - a) 2,00,000
 - b) 2,25,000
 - c) 1,75,000
 - d) 2,50,000
- 7) Net Asset value of the share is Rs. 30 and Yield value of share is Rs. 25 then fair value of share is Rs _____.
 - a) 25
 - b) 22.5
 - c) 30.5
 - d) 27.5
- 8) A person appointed for liquidation of a company is called _____.
 - a) Director
 - b) Shareholder
 - c) Creditor
 - d) Liquidator

- B) Explain the following concepts.** 04
- a) Order of payment of liquidation
 - b) Yield method of valuation of shares

Q.2 Write Short Notes/Short Answer/Short Problem (Any Two) 06

- a) From the following information prepare a statement showing changes in working capital.

Liabilities	2019 ₹	2020 ₹	Assets	2019 ₹	2020 ₹
Share capital	5,00,000	5,00,000	Fixed Asset	5,85,000	5,80,000
Share premium	25,000	20,000	Preliminary exp.	5,000	-----
P and L A/c	45,000	60,000	Cash in Hand	20,000	50,000
9% Debentures	1,00,000	90,000	Debtors	85,000	40,000
Creditors	60,000	80,000	Inventory	20,000	30,000
Outstanding exp.	5,000	-	Bank	20,000	50,000
	7,35,000	7,50,000		7,35,000	7,50,000

- b) Factors affecting Valuation of Shares
- c) Funds flow Statement

Q.3 Long answer/Problem 10

Following is the Balance Sheet of Public Ltd; as on 31st March 2022.

Liabilities	Rs.	Assets	Rs.
Issued Share Capital (40000 Shares of Rs. 10 each)	400000	Block Capital	500000
General Reserve	90000	Current Assets	200000
Profit & Loss A/c	20000	Goodwill	40000
5% Debentures	100000		
Current Liabilities	130000		
	740000		740000

On 31st March 2022 the Block Capital was independently valued at Rs. 5,50,000 and Goodwill Rs. 50,000. The Net Profit for the last three years were Rs. 51,600, Rs. 51,650 and Rs. 52,000 of which 20% was placed to reserve, this proportion being considered reasonable in the industry in which the company is engaged and where a fair investment return may be taken at 10%. Compute the value of company share by a (a) Net Assets Method (b) Yield Value Method and (c) Fair Value Method.

Q.4 Attempt any one of the following questions.

a) Prepare Cash Flow Statement of Suryan Ltd. from the following.

Balance Sheets

Liabilities	1.1.18 Rs.	31.12.18 Rs.	Assets	1.1.18 Rs.	31.12.18 Rs.
Share capital	1,00,000	4,00,000	Goodwill	--	20,000
8% Debentures	----	2,00,000	Machinery	1,25,000	4,75,000
Retained Earnings	60,000	90,000	Stock	20,000	80,000
Creditors	40,000	1,00,000	Debtors	30,000	1,00,000
Bills Payable	20,000	40,000	Cash at Bank	50,000	1,50,000
Provision for Tax	30,000	40,000	Cash in hand	25,000	45,000
	2,50,000	8,70,000		2,50,000	8,70,000

- 1) During 2018, the business of a sole trader was purchased by issuing shares for Rs. 2,00,000. The assets acquired from him were: Goodwill Rs. 20,000, Machinery Rs. 1,00,000, Stock Rs. 50,000 and Debtors Rs. 30,000.
- 2) Provision for tax charged in 2018 was Rs. 35,000.
- 3) The debentures were issued at a premium of 5% which is included in the retained earnings.
- 4) The depreciation charged on machinery was Rs. 30,000.

ORb) XYZ Co. Ltd. went into voluntary liquidation on 31st March. The following Balance Sheet was prepared:

Liabilities	₹	Assets	₹
Subscribed capital (20000 Equity shares of Rs. 10 each fully paid)	2,00,000	Goodwill	40,000
<u>Sundry Creditors</u>		Patent	10,000
Preferential	24,000	Freehold building	60,000
Partly secured (against freehold property)	55,000	Plant	70,000
Unsecured	95,000	Stock in trade	65,300
Bank overdraft (unsecured)	10,000	Sundry Debtors	64,700
		B/R	3,000
		P and L A/c	71,000

- 1) The liquidator realised the assets as follows:

	₹
i) Freehold Property (used to pay partly secured Crs.)	40,000
ii) Plant	60,000
iii) Stock in trade	35,500
iv) Bills receivable	3,000
v) Debtors	50,500
 - 2) The expenses of liquidation amounted to Rs. 1,500 and the liquidators.
 - 3) Remuneration was agreed at 2.5% the amount realised on assets and 2% on the amount paid to unsecured creditors.
- You are required to prepare:
- i) Liquidator's final statement of account
 - ii) The working of liquidator's remuneration

Q.2 Write Short Notes. (any two) **06**

- a) What are the components of time series?
- b) Explain assignable causes.
- c) Define binomial distribution. State its mean and variance.

Q.3 State the important properties of normal distribution. **10**

Q.4 Answer any one of the following. **12**

- a) What is a control chart? On what principle control limits of control chart based.
For the following data construct \bar{X} and R charts and comment on the findings.

Sample No:	1	2	3	4	5	6	7	8	9	10
Mean \bar{X} :	11.2	11.8	10.8	11.6	11.0	9.6	10.4	9.6	10.6	10.6
Range R:	7	4	8	5	7	4	8	4	7	9

- b) Calculate the progressive average from the following data and draw a graph paper trend values and actual values.

Years	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Values	230	250	200	230	250	240	260	280	290	300

Seat No.	
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B. Com (Semester - IV) (CBCS) Examination: March/April-2023
COMPULSORY ENGLISH
English (19405401)

Day & Date: Sunday, 02-07-2023

Max. Marks: 40

Time: 09:00 AM To 11:00 AM

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

Q.1 Choose the correct alternatives from the options & rewrite the sentences. 08

- 1) What is described as offering 'the constant pleasure of discovery'?
 - a) Romantic poetry
 - b) Greek philosophy
 - c) Ignorance
 - d) Knowledge
- 2) Which of the following best describes the tone of the essay 'On superstition'?
 - a) Humorous
 - b) Tragic
 - c) Elegiac
 - d) Lyrical
- 3) What is described as a 'vast net with thousands of black knots'?
 - a) Moth
 - b) Rooks
 - c) Ivy blossoms
 - d) Summer nights
- 4) Which virtue has been personified in the poem 'On His Blindness'?
 - a) Humility
 - b) Patience
 - c) Faith
 - d) Grace
- 5) I love thee with the _____ of all my life.
 - a) Smiles, tears, laughter
 - b) Love, laughter, lust
 - c) Tear, lust, love
 - d) Breath, smiles, tears
- 6) The harp is compared to a _____ in a desert plain.
 - a) Ruined monument
 - b) Withered monument
 - c) Dry riverbed
 - d) Lonely traveler
- 7) 'at all costs' means
 - a) Earn the family living
 - b) To have income equal to expenses
 - c) At any expense of time, effort or money
 - d) Feel depressed or discontented
- 8) Find out the common error in the sentence:
'Suppose if it rains what shall we do '
 - a) Suppose if
 - b) It rains
 - c) What shall
 - d) We do

Q.2 Write short answers to the following questions. (Any Four) 12

- 1) Briefly discuss the views of Gardiner's about superstition in 'On superstition'.
- 2) Discuss in short, the concept of life and the inevitability of death in 'Death of the Moth'.
- 3) What is Lynd's opinion about ignorance?
- 4) What is theme of Milton's 'On His Blindness'?
- 5) Discuss the concept of the love in the poem 'How Do I Love Thee?'.
- 6) What is the present condition of the harp?

Q.3 Answer any one of the following broad question. 10

Write a review of any film you have seen, your cancan organize your review in the following manner: detail of the film, brief summary of your opinions, positive and negative, each with evidence, reasons, etc., comparison with something similar, if possible/ necessary conclusion and recommendation.

OR

Write an official report on any topic of your interest using following format: Name and designation of report writer, date, name and designation of the person to whom the report is sent, title of the report, terms of reference, summary of report, body of report, conclusion etc.

Q.4 Answer the following broad question. 10

Make a list of six ways in which you usually waste your time and design a plan to effectively manage your time better.

Seat No.	
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B.Com. (Semester - IV) (CBCS) Examination: March/April-2023
Money and Financial System (19405406)

Day & Date: Thursday, 22-06-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हे व्यापारी बँकेचे प्राथमिक कार्य आहे.

अ) ठेवी स्वीकारणे	ब) सुरक्षित ठेव गृह
क) डेबिट कार्ड पुरवणे	ड) यापैकी सर्व
 - 2) — याचे खाते बँकेत उघडता येत नाही.

अ) भारतीय नागरिक	ब) अज्ञान व्यक्ती
क) वेडी व्यक्ती	ड) यापैकी सर्व
 - 3) के वाय सी म्हणजे —.

अ) ग्राहक परिचय	ब) चारित्र तपासणे
क) दोन्ही अ आणि ब	ड) यापैकी नाही
 - 4) सामान्यता बँक — ठेवीसाठी सर्वात कमी व्याजदर देते.

अ) बचत	ब) मुदत
क) आवर्ती	ड) चालू
 - 5) — अंकी नंबर हा डेबिट कार्ड साठी वापरला जातो.

अ) 16	ब) 12
क) 10	ड) 8
 - 6) पे ऑर्डर म्हणजे —.

अ) चेक	ब) बँकर चेक
क) ड्राफ्ट	ड) हे सर्व
 - 7) पत पैशाच्या निर्मितीतून ठेवी निर्माण होणे याला — म्हणून ओळखले जाते.

अ) चालू ठेवली	ब) व्युत्पन्न ठेवी
क) मुदतबंद ठेवी	ड) हे सर्व
 - 8) — हे व्यापारी बँकांचे तत्त्व आहे.

अ) रोखता	ब) लाभता
क) सुरक्षितता	ड) हे सर्व
- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) क्रेडिट कार्ड
 - 2) मुलामा रहित खाते

- प्र.2 थोडक्यात उत्तरे लिहा. (कोणत्याही दोन) 06
अ) ई बँकिंग चे फायदे
ब) पतचलननिर्मिती वरील मर्यादा
क) खाते उघडण्याची प्रक्रिया
- प्र.3 पुढील प्रश्नाचे उत्तर लिहा. 10
व्यापारी बँक म्हणजे काय व्यापारी बँकांच्या कार्याची चर्चा करा.
- प्र.4 पुढील प्रश्नाचे उत्तर लिहा. (कोणताही एक) 12
व्यापारी बँकेतील खातेदाराचे प्रकार स्पष्ट करा.
किंवा
रोखता लाभता सुरक्षितता तत्वे स्पष्ट करून व्यापारी बँका या तत्वात कसा समन्वय साधतात याची चर्चा करा.

Seat No.	
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B.Com. (Semester - IV) (CBCS) Examination: March/April-2023
Money and Financial System (19405406)

Day & Date: Thursday, 22-06-2023
 Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ is the primary function of commercial Bank.
 - a) Accepting deposit
 - b) Safe deposit Holt
 - c) Provide debit card
 - d) All of above
- 2) _____ cannot open account in the bank.
 - a) Indian citizen
 - b) Minor person
 - c) Mentally disable person
 - d) All of above
- 3) KYC means _____.
 - a) Know your customer
 - b) Know your character
 - c) Both a and b
 - d) None of these
- 4) Generally bank pay low interest rate on _____ deposit.
 - a) Saving
 - b) Time
 - c) Recurring
 - d) Current
- 5) _____ digit number are uses for debit card.
 - a) 16
 - b) 12
 - c) 10
 - d) 8
- 6) Pay order means _____.
 - a) Cheque
 - b) Bankers cheque
 - c) Draft
 - d) All of above
- 7) Deposit creates by credit creation is known as _____.
 - a) Current Deposit
 - b) Derivative deposit
 - c) Fixed deposit
 - d) All of above
- 8) _____ is the principal of commercial bank.
 - a) Liquidity
 - b) Profitability
 - c) Safety
 - d) All of above

B) Explain the following concepts. 04

- 1) Credit Card
- 2) No frills account

Q.2 Write Short Answers. (Any Two) 06

- a) Merits of e-banking
- b) Limitations of credit creation
- c) A process of opening account in bank in the bank

- Q.3 Long answer** **10**
What is commercial bank? discuss the functions of commercial bank.
- Q.4 Answer any one of the following:** **12**
Explain the types of account holder in the bank.
OR
Explain liquidity profitability and safety principles and discuss how banks adjustment in these principles.

Seat No.	
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**B.Com. (Semester - IV) (CBCS) Examination: March/April-2023
Fundamentals of Entrepreneurship (19405404)**

Day & Date: Friday, 23-06-2023
Time: 09:00 AM To 11:00 AM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) J.R.D. Tata born in _____ year.
 - a) 1904
 - b) 1947
 - c) 1950
 - d) 1910
- 2) District Industrial Centre established in the _____ year.
 - a) 1978
 - b) 1960
 - c) 1980
 - d) 1975
- 3) Mr. S. G. Barve was the president of _____ committee.
 - a) Board of MIDC
 - b) Board of Skill
 - c) Board of Industrial Development
 - d) Board of Finance
- 4) Small Industrial Development Bank of India established in _____ year.
 - a) 1991
 - b) 1990
 - c) 1992
 - d) 1999
- 5) Prosperity to all through industrialization is the goal of _____.
 - a) District Industrial center
 - b) World Bank
 - c) Maharashtra State
 - d) Maharashtra Industrial Development Corporation
- 6) Jack Ma born in the _____ year.
 - a) 1960
 - b) 1964
 - c) 1956
 - d) 1965
- 7) Small scales industries give momentum to _____ economy.
 - a) Country
 - b) Foreign Country
 - c) a & b both
 - d) None of these
- 8) Entrepreneurship Development Institute of India is the _____ institute.
 - a) Autonomous
 - b) Private
 - c) Foreign
 - d) Partnership

B) Explain the following concepts. 04

- 1) Social Responsibility
- 2) Entrepreneurship Development

Q.2 Write Short Notes. (Any Two) **06**
a) Rural Entrepreneurship
b) Ethics of Entrepreneurship
c) Women Entrepreneurship

Q.3 Explain the contribution of JRD Tata as a successful entrepreneur. **10**

Q.4 What is mean by Entrepreneurship Development? Explain the problems of entrepreneurship development. **12**

OR

What is a mean by Rural Entrepreneurship? Explain importance of Rural Entrepreneurship.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Business Regulatory Framework (19405502)**

Day & Date: Monday, 19-06-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 योग्य पर्याय निवडा.

08

- 1) सालमंड यांच्या कायद्याच्या व्याख्येनुसार कायदा ---- साठी वापरतात.
अ) गुन्हेगारांना शिक्षा करण्यासाठी
ब) राजकारण्यांना संरक्षण देण्यासाठी
क) न्यायदानाच्या प्रशासनासाठी
ड) यापैकी सर्व
- 2) व्यावसायिन कायदा ---- मधील संबंधाचे नियमन करतो.
अ) व्यावसायिकांमधील
ब) व्यावसायिक आणि ग्राहक
क) व्यावसायिक आणि सरकार
ड) यापैकी सर्व
- 3) भारतीय करार कायदा ---- वर्षी पारित झाला.
अ) 1827
ब) 1872
क) 1930
ड) 1932
- 4) अनुचित प्रभावामुळे करार ---- बनतो.
अ) वैध
ब) व्यर्थ
क) वर्जनीय
ड) बेकायदेशीर
- 5) मालविक्रीच्या कराराच्या मुख्य उद्देशाच्या पूर्ततेसाठी पूरक अटीला ---- म्हणतात.
अ) प्रमुख अट
ब) दुय्यम अट
क) हमी
ड) यापैकी सर्व
- 6) लिलावाने मालविक्रीची प्रक्रिया ---- ने पूर्ण होते.
अ) हातोड्याचा दुसरा टोल
ब) हातोड्याचा तिसरा टोल
क) हातोड्याचा चौथा टोल
ड) यापैकी नाही
- 7) माहिती अधिकाराच्या कायदानुसार मागितलेली माहिती ---- मध्ये द्यावी लागते.
अ) 30 दिवस
ब) 90 दिवस
क) 24 तास
ड) 1 महिना
- 8) केंद्रीय माहिती आयुक्तांची नियुक्ती ---- द्वारे होते.
अ) पंतप्रधान
ब) मुख्यमंत्री
क) राष्ट्रपती
ड) राज्यपाल

- प्र.2 खालील संज्ञा स्पष्ट करा. 04
अ) व्यावसायिक कायदा
ब) व्यर्थ करार
- प्र.3 टिपा लिहा. (कोणत्याही दोन) 06
अ) करार कायदानुसार बलप्रयोग
ब) मालविक्री करारातील प्रमुख अटी आणि दुय्यम अटी
क) माहितीच्या अधिकाराच्या कायदानुसार माहिती मिळविण्याची कार्यवाही.
- प्र.4 वैध करारासाठीचे आवश्यक घटक स्पष्ट करा. 10
- प्र.5 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
अ) माल विक्रीचा करार म्हणजे काय? माल विक्रीच्या करारासाठीचे आवश्यक घटक पूर्णपणे स्पष्ट करा.
ब) राज्य माहिती आयोगाची रचना, कार्ये आणि अधिकार स्पष्ट करा.

Seat No.	
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B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Business Regulatory Framework (19405502)

Day & Date: Monday, 19-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 Choose the correct alternative. 08

- 1) According to Salmond's definition of law, law is used _____.
a) To punish the criminals b) To protect the politicians
c) For administration of justice d) All of these
- 2) Business Law governs the relationship between _____.
a) Businesspersons themselves
b) Businesspersons and Consumers
c) Businesspersons and Government
d) All of these
- 3) Indian Contract Act was passed in year _____.
a) 1827 b) 1872
c) 1930 d) 1932
- 4) Contract become _____ due to undue influence.
a) Valid b) Void
c) Voidable d) Unlawful
- 5) The stipulation collateral for main purpose of contract is called _____.
a) Condition b) Warranty
c) Guarantee d) All of these
- 6) Sale of goods by auction is completed by _____.
a) Second fall of hammer b) Third fall of hammer
c) Fourth fall of hammer d) None of these
- 7) Information under Right to Information Act should be given within _____.
a) 30 days b) 90 days
c) 24 hours d) 1 Month
- 8) Central Information Commissioner is appointed by _____.
a) Prime Minister b) Chief Minister
c) President d) Governor

Q.2 Explain the following. 04
a) Business Law
b) Void Contract

Q.3 Write Short Notes. (Any Two) 06
a) Coercion under Contract Act
b) Conditions and Warranties in contract of sale of goods
c) Procedure of getting information under Right to Information Act.

Q.4 Explain essential elements of a valid contract. 10

Q.5 Write answer of any one of the following questions.

12

- a) What is contract of sale? Explain all essential elements for its formation in detail.
- b) Explain Composition, Functions and Powers of State Information Commission.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Business Economics (Paper – III) (19405503)**

Day & Date: Tuesday, 20-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 अ) योग्य पर्याय निवडा.

08

- 1) भारतीय दारिद्र्याची संकल्पना प्रथम — यांनी स्पष्ट केली.
अ) दादाभाई नवरोजी ब) महात्मा गांधी
क) कार्ल मार्क्स ड) अँडम स्मिथ
- 2) पहिला मानव विकास अहवाल तयार करण्यात — अग्रेसर होते.
अ) महिबूब उल हक ब) अमर्त्य सेन
क) मनमोहन सिंग ड) यापैकी काहीही नाही
- 3) भारताने — साली उड्डाण अवस्थेमध्ये प्रवेश केला.
अ) 1991 ब) 1952
क) 1956 ड) 1947
- 4) अँडम स्मिथने — मध्ये 'वेल्थ ऑफ नेशन' पुस्तक प्रकाशित केले.
अ) 1991 ब) 1776
क) 1857 ड) 1947
- 5) आर्थिक विकासाची संकल्पना — देशांशी संबंधित आहे.
अ) इंग्लंड ब) विकसित
क) विकसनशील ड) यापैकी काहीही नाही
- 6) — हे मानव संसाधन विकासाचे स्रोत आहेत.
अ) शिक्षण ब) आरोग्य आणि पोषण
क) शुद्ध पिण्याचे पाणी ड) वरील सर्व
- 7) भारतीय कृषी क्षेत्रात — आढळते.
अ) खुली बेरोजगारी ब) स्वैच्छिक बेरोजगारी
क) प्रच्छन्न (छुपी) बेरोजगारी ड) यापैकी काहीही नाही
- 8) रोस्टोच्या विकासाच्या सिद्धांतामध्ये, — हा पाचवा विकास टप्पा आहे.
अ) पारंपारिक समाज ब) उड्डाण अवस्था
क) उड्डाणपूर्व अवस्था ड) उच्च बहुजन उपभोगाचे युग

- ब) पुढील संकल्पना स्पष्ट करा.
अ) आर्थिक विकास
ब) मानव संसाधन विकास

04

प्र.2 टीपा लिहा (कोणत्याही दोन)

अ) मानवी विकास निर्देशांक

ब) गरिबीची कारणे

क) समांतर अर्थव्यवस्था

प्र.3 आर्थिक विकासावर परिणाम करणारे घटक स्पष्ट करा.

10

प्र.4 खालील प्रश्नाचे उत्तर लिहा. (कोणताही एक)

12

डब्लू. डब्लू. रोस्टो चे आर्थिक विकासाचे टप्पे स्पष्ट करा.

किंवा

बेरोजगारीची कारणे कोणती? बेरोजगारी समस्या सोडवण्यासाठी उपाय लिहा.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Business Economics (Paper – III) (19405503)**

Day & Date: Tuesday, 20-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) Concept of Indian poverty firstly explained by _____.
a) Dadabhai Navaraji b) Mahatma Gandhi
c) Karl Marx d) Adam Smith
- 2) _____ was pioneer in making first Human Development Report.
a) Mahiboob ul Haq b) Amartya Sen
c) Manmohan Singh d) none of these
- 3) India entered in Take of Stage in _____.
a) 1991 b) 1952
c) 1956 d) 1947
- 4) Adam Smith published 'Wealth of Nation' book in _____.
a) 1991 b) 1776
c) 1956 d) 1947
- 5) Economic development concept is related with _____ countries.
a) England b) developed
c) developing d) none of these
- 6) _____ is (are) the source(s) of human resource development.
a) Education b) health and nutrition
c) pure drinking water d) all of above
- 7) _____ is found in Indian agriculture sector.
a) open unemployment b) voluntary unemployment
c) disguised unemployment d) none of these
- 8) In development theory of Rostow, the fifth development stage is _____.
a) traditional society b) take-off stage
c) Pre take-off stage d) the age of high mass consumption

B) Explain Following Concepts: 04

- 1) Economic development
- 2) Human Resource Development

Q.2 Write short Notes (any two) 06

- a) Human Development Index
- b) Causes of Poverty
- c) Parallel economy

Q.3 Explain the factors affecting economic development. 10

Q.4 Attempt any one of the following questions 12

- a) Explain the W. W. Rostow's Stages of Economic Development.
- b) What are the causes of unemployment? Write the measures to solve.

- ब) खालील संकल्पना स्पष्ट करा.
1) किबुत्झ
2) सहकाराचा अर्थ

04

प्र.2 टिपा लिहा. (कोणत्याही दोन)

06

- 1) सहकारी शिक्षण
2) भारतीय राष्ट्रीय सहकारी संघ
3) मोशाव ओविदम

प्र.3 दीर्घोत्तरी प्रश्न

10

नाबार्डची कार्ये सविस्तर स्पष्ट करा.

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा.

12

महाराष्ट्र सहकारी संस्था कायदा, 1960 मधील महत्त्वाच्या तरतुदी स्पष्ट करा.

किंवा

आर्थिक विकासातील सहकाराची भूमिका स्पष्ट करा.

- Q.2 Write Short note. (Any Two)** **06**
- a) Co-operative Education
 - b) National co-operative Union of India
 - c) Moshavim Ovdim
- Q.3 Long answer question** **10**
- Discuss the functions of NABARD in detail.
- Q.4 Attempt any one of the following questions.** **12**
- State the main provisions of Maharashtra Co-operative Societies Act, 1960.
- OR**
- Explain the role of co-operation in Economic Development.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Modern Management Practices (19405501)**

Day & Date: Thursday, 22-06-2023

Max. Marks: 40

Time: 12:00 PM To 02:00 PM

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) ——— म्हणजे निर्णय व कृतींचा असा संच होय की जो संस्थात्मक उद्दिष्टे साध्य करण्यासाठी प्रभावी व्यूहरचना विकसित करतो.
 - अ) व्यूहरचनात्मक व्यवस्थापन
 - ब) मानवी संसाधन व्यवस्थापन
 - क) तणाव व्यवस्थापन
 - ड) कर्मचारी व्यवस्थापन
 - 2) उत्पादनात किंवा सेवेत सामावलेल्या खास वैशिष्ट्यांच्या आधारावर स्पर्धात्मक फायदा मिळविणे म्हणजे ——— होय.
 - अ) वैविध्यता
 - ब) भेदकरण
 - क) केंद्रीकरण
 - ड) एकात्मीकरण
 - 3) मानव संसाधन म्हणजे मानव भांडवल होय, ज्यामध्ये बौद्धिक, सामाजिक व ——— अशा तिन्ही भांडवलांचा समावेश होतो.
 - अ) कामाचा
 - ब) भावनिक
 - क) अधिकृत
 - ड) स्थिर
 - 4) मानव संसाधन हिशोब ही संकल्पना ——— यांनी मांडली.
 - अ) डेमिंग
 - ब) रेनसिस लिकर्ट
 - क) सी.के. प्रल्हाद
 - ड) डॉ. टेलर
 - 5) मानव संसाधन व्यवस्थापन ही ——— प्रक्रिया आहे.
 - अ) पारंपारिक
 - ब) गतिमान
 - क) आर्थिक
 - ड) वरीलपैकी नाही
 - 6) गुणवत्ता जाणीव विकासाचे ——— हे घटक आहेत.
 - अ) प्रक्रिया
 - ब) वस्तू
 - क) धोरणे
 - ड) वरील सर्व
 - 7) ———पद्धतीमुळे प्रक्रियेतील दोष दूर करून ग्राहकांना अपेक्षित वैशिष्ट्यां नुसार वस्तू व सेवांचा पुरवठा करता येतो.
 - अ) बॅचमार्किंग
 - ब) व्यूहरचनात्मक व्यवस्थापन
 - क) जागतिकीकरण
 - ड) स्वाट

Seat
No.

B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Modern Management Practices (19405501)

Day & Date: Thursday, 22-06-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

Instructions: 1) Figures to the right indicate full marks.
 2) Each question carries equal marks.

Q.1 A) Choose the correct alternative from the given below. 08

- 1) _____ is the set of decisions and actions which leads to the development of an effective strategy to help to achieve corporate objectives.
 - a) Strategic management
 - b) Human resource management
 - c) Stress management
 - d) Personnel management
- 2) Obtaining competitive advantage on the basis of special features in the products or services means _____.
 - a) Diversification
 - b) Differentiation
 - c) Centralisation
 - d) Integration
- 3) Human Resources are Human capital consisting of three types of capital i.e. intellectual capital, social capital and _____ capital.
 - a) Working
 - b) Emotional
 - c) Authorised
 - d) Fixed
- 4) The concept of human resource accounting is given by _____.
 - a) Deming
 - b) Rensis Likert
 - c) C.K. Pralhad
 - d) Dr. Taylor
- 5) Human Resource Management is a _____ process.
 - a) Traditional
 - b) Dynamic
 - c) Economical
 - d) None of the above
- 6) _____ is/are the component of quality consciousness.
 - a) Policies
 - b) Processes
 - c) People
 - d) All
- 7) _____ practices help for eliminating defects in the process and always deliver products and services that meets customer specifications.
 - a) Benchmarking
 - b) Strategic Management
 - c) Globalisation
 - d) SWOT
- 8) The concept of knowledge management was firstly use in _____ country.
 - a) America
 - b) India
 - c) Japan
 - d) Sweden

B) Explain the following concepts. 04

- 1) Crisis Management
- 2) Time Management

- Q.2 Write a short note. (Any Two)** **06**
- a) Benchmarking
 - b) Human Resource Management
 - c) Knowledge Management
- Q.3 What is 'Knowledge Management'? Explain the Process of 'Knowledge Management'** **10**
- Q.4 Answer the following (Any one)** **12**
- a) Explain in brief the process of strategic management.
 - b) What is 'Time Management'? Explain the importance of Management'

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) बँक खात्याचे कोणतेही दोन प्रकार लिहा.
 - 2) चलनक्षम दस्तऐवज म्हणजे काय?
- प्र.2 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन) 06
- अ) वचनचिह्नीची वैशिष्ट्ये सांगा
 - ब) पृष्ठांकनांचा अर्थ स्पष्ट करा.
 - क) गारनिशी ऑर्डर म्हणजे काय?
- प्र.3 बँक व बँक ग्राहकाचे कायदेशीर संबंध स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- अ) भारतातील बँकिंग कायद्याचे स्वरूप व व्याप्ती स्पष्ट करा.
 - ब) गारनिशी ऑर्डर म्हणजे काय? स्पष्ट करा.

Seat No.	
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B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advanced Banking (Paper – I)
Law and Practice of Banking in India (19405513)

Day & Date: Friday, 23-06-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) In the year _____ the Central Bank of India was Nationalized.
 - a) 1947
 - b) 1948
 - c) 1949
 - d) None of these
- 2) Honouring of a cheque is _____ obligation of commercial bank.
 - a) Contractual
 - b) Statutory
 - c) General
 - d) Banking
- 3) In the _____ year the first Commercial Bank was established in India.
 - a) 1780
 - b) 1770
 - c) 1860
 - d) None of these
- 4) _____ cheque is a dead cheque.
 - a) Stale
 - b) Fresh
 - c) Old
 - d) None of these
- 5) Indian Banking system existed on the banking system of _____ country.
 - a) America
 - b) England
 - c) Japan
 - d) France
- 6) To make more saving is the basic objective of _____ account.
 - a) Current
 - b) Fixed
 - c) Saving
 - d) None of these
- 7) Negotiable Instrument Act in India was passed in the year _____.
 - a) 1886
 - b) 1881
 - c) 1885
 - d) None of these
- 8) The ability of an asset to convert into cash is called _____.
 - a) Liquidity
 - b) Profitability
 - c) Loan
 - d) None of these

B) Explain the following concepts. 04

- 1) Type of account any two
- 2) What do you understand a Negotiable Instrument?

Q.2 Write Short answer. (Any Two) 06

- a) Explain the salient features.
- b) Define the meaning of Endorsement.
- c) What is Garnishi?

- Q.3** Statutory relation between bank and bank customers. **10**
- Q.4** **Answer the following questions. (Any One)** **12**
- a)** Explain the nature & scope of banking laws in India.
 - b)** What is the Garnishi order? Explain.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advanced Accountancy (Paper – I) (19405505)**

Day & Date: Friday, 23-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative and rewrite the sentences. 08

- 1) Schedule No. 8 of Bank final accounts stands for _____.
 - a) Borrowings
 - b) Deposits
 - c) Fixed Assets
 - d) Investments
- 2) Every Banking Company transfer _____ % of its annual profit to statutory reserve.
 - a) 25%
 - b) 30%
 - c) 20%
 - d) 15%
- 3) The period for which the insurance policy is taken out is known as _____ period.
 - a) Indemnity
 - b) Average clause
 - c) Gross claim
 - d) Net Claim
- 4) The difference between standard turnover and actual turnover during the indemnity period is _____.
 - a) Stock salvaged
 - b) Short sales
 - c) Claim
 - d) None of the above
- 5) Profits earned by a subsidiary company prior to acquisition of shares by holding company are termed as _____.
 - a) Capital profit
 - b) Revenue profit
 - c) Goodwill
 - d) None of these
- 6) Stock on the date of fire is Rs. 80,000 and it is totally destroyed by fire. The policy of Company is to insured the stock at 90%. Then what should be the value of claim.
 - a) 70,000
 - b) 72,000
 - c) 75,000
 - d) 80,000
- 7) The accounting which provides information in such a way as to assist management in the creation of policy is termed as _____ Accounting.
 - a) Cost
 - b) Financial
 - c) Social
 - d) Management

- 8) Management accounting mainly related to the _____.
- | | |
|---------------|----------------|
| a) Outsider | b) Shareholder |
| c) Management | d) Employee |

B) Explain the following concepts 04

- 1) Objectives of management accounting
- 2) Rebate on Bills Discounted

Q.2 Solve the following (any two) 06

- a) H Ltd. acquired 8000 shares of Rs. 10 each in S Ltd. on 31st March, 2022. From the following information of S Ltd. Calculate Minority Interest.

- 1) 10,000 shares of Rs. 10 each.
- 2) General Reserve Rs. 5000.
- 3) Capital Reserve Rs. 55,000.
- 4) Profit and Loss A/c (credit balance) Rs. 18,000.

- b) A fire occurred in the business premises of M/s Solapur Ltd. on 15th October, 2021. From the following particulars ascertain loss of stock.

Stock on 1-1-2021	Rs. 27,000
Purchases from 1-1-2021 to 14-10-2021	Rs. 1,47,000
Sales from 1-1-2021 to 14-10-2021	Rs. 1,50,000
Stock saved from fire	Rs. 18,000
Gross profit percentage of last year	30%

- c) Following are the information of ABC Bank Ltd.

- 1) Authorised Capital is Rs. 1,00,00,000, divided in to 2,00,000 shares of Rs. 50 each.
 - 2) Issued Capital is half of the Authorised Capital.
 - 3) Issued Capital are fully subscribed on which Rs. 25 per share are called up.
 - 4) Out of Called up Capital Rs. 30,000 are not received.
- Prepare the schedule of Share Capital.

Q.3 M/s Akash Traders is insured under a loss of profit policy for Rs. 63,000. Their books of accounts are closed on 31st March every year. The fire occurred on 1st October, 2021. 10

The records saved disclosed the following information.

Turnover during year ended 30-9-2021	Rs. 7,20,000
Turnover during year ended 31-3-2020	Rs. 6,00,000
Turnover from 1-10-2021 to 31-12-2021	Rs. 30,000
Turnover from 1-10-2020 to 31-12-2020	Rs. 1,80,000
Standing charges for the year ending 31-3-2020	Rs. 36,000
Net Profit during the year ending 31 -3-2020	Rs. 24,000

It has been ascertain that the business has consistently show an increase of 25% in turnover in the months preceding the fire over corresponding period of the previous year.

Calculate the amount of claim.

Q.4 a) Following are the figures taken from the books of Vijay Bank Ltd.

Particulars	Rs.
Share Capital	5,00,000
Reserve Fund	3,50,000
Fixed Deposits A/c	9,50,000
Savings Bank Deposits A/c	30,00,000
Current A/c	80,00,000
Investments	30,00,000
Money at Call and Short Notice	3,00,000
Premises	12,00,000
Cash in Hand	60,000
Cash with RBI	15,00,000
Cash with CBI	13,00,000
Borrowed from SBI	7,00,000
Bills discounted and purchased	6,00,000
Bills Payable	8,00,000
Loans, Overdrafts and Cash Credit	70,00,000
Unclaimed Dividend	30,000
Sundry Creditors	40,000
Silver	10,000
Bills for Collection	1,40,000
Acceptances and Endorsement on behalf of customers	2,00,000

Additional Information:

- Rebate on bills discounted and purchased amounted to Rs. 8,000.
- Allow 5% depreciation on premises.
- A provision of Rs. 40,000 for Doubtful Debts is to be made.
- A provision of Rs. 1,20,000 for taxation is to be made.
- Accrued interest on investment amounted to Rs. 20,000.
- The balance of Profit and Loss A/c after above adjustment is Rs. 3,92,000.

You are required to prepare balance sheet as on 31 -3-2021 with necessary schedules.

OR

b) H Ltd. acquired 4,000 shares of S Ltd. on 1st October, 2021. Their Balance Sheets as on 31st March, 2022 stood as under.

Liabilities	H Ltd.	S Ltd.	Assets	H Ltd.	S Ltd.
Share Capital:			Fixed Assets	6,00,000	5,00,000
(Shares of Rs. 100 each)	10,00,000	5,00,000	Investments		
General Reserve	2,50,000	1,50,000	4,000 Shares (at Rs. 120 each)	4,80,000	
Profit & Loss A/c	1,00,000	50,000	Current Assets		
Creditors	1,50,000	50,000	Sundry Debtors	2,50,000	1,50,000
			Stock	1,50,000	50,000
			Cash at Bank	20,000	50,000
Total	15,00,000	7,50,000	Total	15,00,000	7,50,000

On 1-4-2021 the profit and Loss A/c and the General Reserve of S Ltd. showed the credit balance of Rs. 30,000 and Rs. 1,00,000 respectively. Debtors of H Ltd. include Rs. 15,000 due from S Ltd.

Stock of H Ltd. include Rs. 20,000 purchased from S Ltd. which made 20% profit on selling price.

Prepare consolidated Balance Sheet of H Ltd. and its subsidiary S Ltd. as on 31-3- 2022.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advanced Cost Accounting (Paper – I) (19405507)**

Day & Date: Friday, 23-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) Direct cost incurred can be identify with _____.
a) each development b) each unit of output
c) each month d) each executive
- 2) Classification of cost is useful to _____.
a) To find gross profit b) To find net profit
c) To identify costs d) To identify efficiency
- 3) The most important element of cost is _____.
a) Material
b) Overhead
c) labour
d) Changeable Exp.
- 4) Request to the supplier to supply material is an _____.
a) re - order b) purchase order
c) sale invoice d) None of the above
- 5) Goods received note is prepared by _____.
a) purchase b) stores
c) finance d) sales
- 6) Which of the following is not direct labour?
a) Assembly - line workers b) Machine operators
c) Manual operators d) Time - keeper
- 7) Idle time arises only when workers are paid on _____ basis.
a) Time Basis b) Piece Basis
c) Both a and b d) None of the above
- 8) The type of accounting, which reports financial and non-financial data about the cost of material and acquiring of the resources is classified as _____.
a) Material accounting b) cost accounting
c) Suppling accounting d) Business accounting

B) Explain the following concepts 04

- 1) Element of cost
- 2) Idle time

Q.2 Write Short Notes. (Any Two)

- a) A work measurement study was carried out in a firm for 10 hours and the following information was generated.
- | | |
|--------------------|----------------------|
| Units produced | 350 |
| Idle time | 15% |
| Performance rating | 120% |
| Allowance time | 10% of standard time |
- What is standard time for the task?
- b) Difference between Bin Card and Store ledger.
- c) Significance of cost accounting.

Q.3 A Lorry load of material of mixed goods was purchased for ₹ 9,000. These were sorted out in the following grades whose market rates are shown against each: 10

Order A	5,000	units	Selling Rate @	₹ 1.20
Order B	3,000	units	Selling Rate @	₹ 1.00
Order C	2,000	units	Selling Rate @	₹ 0.50

Find the purchase rate per unit on each grade of the Material assuming that all grades yield same rate of profit.

Q.4 Answer any one of the following. 12

- a) The following information has been obtained from the records of ABC Corporation for the period from June 1st to June 30th 2008.

	On June 1, 2008 (₹)	On June 30, 2008 (₹)
- Cost of Raw Material	60,000	50,000
- Cost of work-in-process	12,000	15,000
- Cost of Stock of Finished Goods	90,000	1,10,000
- Purchase of raw material during June 2008		4,80,000
- Wages paid		2,40,000
- Factory overheads		1,00,000
- Administration overheads (Related to production)		50,000
- Selling and distribution overheads		25,000
- Sales		10,00,000

Prepare a statement giving the following information.

- 1) Raw Material consumed
 - 2) Prime Cost
 - 3) Factory Cost
 - 4) Cost of Goods sold and
 - 5) Net Profit
- b) Difference between Financial / Management and Cost Accounting.

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) उपक्रम संसाधन नियोजन
 - 2) यंत्रसंच रचना
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- अ) वायुवीजन
 - ब) यंत्रसामग्रीच्या देखभालीचे महत्त्व
 - क) कारखाना स्थान निवडीशी संबंधित असणारे घटक
- प्र.3 औद्योगिक प्रदूषण म्हणजे काय? औद्योगिक प्रदूषणाचे प्रकार सांगून त्याची कारणे विशद करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- अ) यंत्र रचना म्हणजे काय? यंत्ररचनेचे महत्त्व स्पष्ट करा.
किंवा
 - ब) औद्योगिक व्यवस्थापन म्हणजे काय? औद्योगिक व्यवस्थापनाचे महत्त्व स्पष्ट करा.

Seat No.	
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Set P

**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Industrial Management (Paper – I) (19405509)**

Day & Date: Friday, 23-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Fill in the blanks by choosing correct alternatives given below. 08

- 1) _____ is called father of Scientific Industrial Management Movement,
 - a) Peter Drucker
 - b) Henry Feyol
 - c) F. W. Taylor
 - d) Elton Mayo
- 2) In _____ Act 1948 provision are made for drinking water,
 - a) Factory
 - b) Labour
 - c) Environment
 - d) None of these
- 3) In _____ method of ventilation, mechanical equipments are used in the- factory building for ventilation.
 - a) Natural
 - b) Artificial
 - c) Balanced
 - d) None of these
- 4) _____ is the first step in selection of factory location.
 - a) Selection region
 - b) Selection of location
 - c) Selection of site
 - d) None of these
- 5) _____ is an objective of good plant layout.
 - a) Optimum use of place
 - b) Speed for production
 - c) Saving in production cost
 - d) All of these
- 6) _____ is/are causes to industrial pollution.
 - a) Growth of Population
 - b) Use of Pesticides
 - c) Both a and b
 - d) None of the above
- 7) Which of the following is/are not principles of scientific management?
 - a) Co-operation
 - b) Harmony
 - c) Maximum output
 - d) Management by Objective
- 8) A healthy man needs _____ kilo of air every day.
 - a) 1
 - b) 15
 - c) 20
 - d) 12

B) Explain the following concepts. 04

- 1) Enterprise Resource Planning
- 2) Plant Layout

Q.2 Write Short answer. (Any Two) 06

- a) Ventilation
- b) Importance of plant maintenance
- c) Factors determining the factory location

Q.3 What is industrial pollution? State the types of industrial pollution and explain the reasons behind it. **10**

Q.4 Answer the following questions. (Any One) **12**

a) What is plant layout? Explain the importance of plant layout.

QR

b) What is Industrial Management? Explain the significance of Industrial Management.

Seat No.	
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B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advance Insurance (Paper – I) (19405511)

Day & Date: Friday, 23-06-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
 2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हा आयुर्विमा घेण्याच्या प्रक्रियेतील पहिला टप्पा आहे.
 अ) प्रस्ताव अर्ज भरणे ब) वैद्यकीय तपासणी
 क) पुरावे सादर करणे ड) विमा हप्ते भरणे
 - 2) — विम्यासाठी नुकसान भरपाईचे तत्व अपवाद आहे.
 अ) जीवनविमा ब) अग्नीविमा
 क) पिकविमा ड) पशुधनविमा
 - 3) — तत्वानुसार उमेदवाराने वस्तुनिष्ठ माहिती देणे अपेक्षित असते.
 अ) हानिभरण तत्व ब) सहकाराचे तत्व
 क) परमोच्चविश्वासाचे तत्व ड) वर्गणीचे तत्व
 - 4) — हे थोडक्या लोकांना होणारा तोटा अनेकांमध्ये विभागणीचे साधन आहे.
 अ) धोका सहन करणे ब) विमा
 क) विमाकंपनी ड) विमाहप्ता
 - 5) विमेदार जेव्हा विमापत्र बंद करण्याचा निर्णय घेतो तेव्हा विमाकंपनीकडून दिली जाणारी रक्कम म्हणजे — होय.
 अ) बोनस ब) लाभांश
 क) समर्पणमूल्य ड) रोखसूट
 - 6) पहिला विमाहप्ता भरल्यानंतर उमेदवारास दिलेल्या पावतीस — असे संबोधले जाते.
 अ) नूतनीकरणपावती ब) कच्चेविमापत्र
 क) रोखपावती ड) स्मरणपावती
 - 7) जीवन विमा हा — चा करार नाही.
 अ) नफा ब) नुकसान भरपाईचा
 क) उत्पन्न ड) तोटा
 - 8) — या विमाप्रकारांमध्ये संरक्षण आणि गुंतवणूक या दोन्हीचे एकीकरण असते.
 अ) जीवनविमा ब) सागरी विमा
 क) पिकविमा ड) अग्निविमा

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) इन्शुरन्स आणि अन्शुरन्स
 - 2) कच्चे विमापत्र
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- अ) हमी विमा
 - ब) हानीभरण तत्व
 - क) विम्याचे स्वरूप
- प्र.3 विम्याची विविध तत्वे स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे सविस्तर उत्तर लिहा. 12
- विमेदाराच्या मृत्यूनंतर विमा रक्कम मिळविण्याची कार्यपद्धत स्पष्ट करा.
- किंवा**
- आयुर्विमा घेण्याच्या कार्यपद्धतीचे मूल्यमापन करा.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advance Insurance (Paper – I) (19405511)**

Day & Date: Friday, 23-06-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) _____ is the first step in taking life insurance policy.
 - a) Filling the proposal form
 - b) Medical examination
 - c) Submission of evidences
 - d) Payment of premium
- 2) Principle of indemnity is exception for _____ insurance.
 - a) Life Insurance
 - b) Fire Insurance
 - c) Crop Insurance
 - d) cattle Insurance
- 3) According to the _____ principal the insured should disclose the material facts.
 - a) Principle of Indemnity
 - b) Principle of Co-operation
 - c) Principle of Utmost good faith
 - d) Principle of contribution
- 4) _____ is an instrument of distributing the loss of few among the many.
 - a) Bearing the risk
 - b) Insurance
 - c) Insurance company
 - d) Insurance premium
- 5) The amount paid by the insurable company after discontinues the policy by the policy holder is known as _____.
 - a) Bonus
 - b) Dividend
 - c) Surrender value
 - d) Cash discount
- 6) After payment of first insurance premium the receipt given to ensured is called _____.
 - a) Renewal Receipt
 - b) Cover Note
 - c) Cash receipt
 - d) Reminder receipt
- 7) Life insurance is not a contract of _____.
 - a) Profit
 - b) Indemnity
 - c) Income
 - d) Loss
- 8) Principle of protection and investment is merged in _____ insurance.
 - a) Life Insurance
 - b) Marine Insurance
 - c) Crop insurance
 - d) Fire insurance

B) Explain the following concepts.

04

- 1) Insurance and Assurance
- 2) Cover Note

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Guarantee Insurance
 - b) Principle of Indemnity
 - c) Nature of Insurance
- Q.3** Explain the various principles of insurance. **10**
- Q.4 Answer any one of the following.** **12**
- Explain the settlement of Life Insurance claims after death of policy holder.
- OR**
- Evaluate the procedure for taking Life Insurance Policy.

Seat No.	
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B.Com. (Semester - V) (CBCS) Examination: March/April-2023
ADVANCED BANKING Paper – II
Banks and Financial Institutions (19405514)

Day & Date: Saturday, 01-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Chose the correct alternatives. 08

- 1) Where is the headquarters of SIDBI located?
 - a) Nagpur
 - b) Pune
 - c) Lucknow
 - d) Mumbai
- 2) In which year the Royal Commission on Indian Currency and Finance recommended the creation of a central bank for India?
 - a) 1926
 - b) 1927
 - c) 1928
 - d) 1929
- 3) From 1st January _____, the RBI began functioning as nationalized bank.
 - a) 1950
 - b) 1949
 - c) 1939
 - d) 1929
- 4) The regional bank established in India in _____.
 - a) 1975
 - b) 1965
 - c) 1985
 - d) None of these
- 5) NABARD is established in _____.
 - a) 1982
 - b) 1886
 - c) 1890
 - d) 1950
- 6) The rate of which RBI provides loans to the Commercial Bank is called _____.
 - a) Bank Rate
 - b) Interest
 - c) SLR
 - d) None of these
- 7) Accepting deposits and lending loans are _____ functions of commercial bank.
 - a) Secondary
 - b) Primary
 - c) Other
 - d) None of these
- 8) First Development bank established in India in _____.
 - a) 1945
 - b) 1946
 - c) 1947
 - d) 1948

B) Explain the following concepts. 04

- 1) Euro currency
- 2) Advantages of E-banking

Q.2 Write Short Note. (Any Two) 06

- a) SFCS
- b) Federal Deposit insurance corporation
- c) NABARD

- Q.3 Long Answer.** **10**
Explain the nature and functions of Bank of England.
- Q.4 Write answer any one of following.** **12**
- a)** State promotional functions of Industrial Development Bank of India.
 - b)** Explain the role of RBI in the development in an economy in India.

- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) प्रमाणन
 - 2) व्यवस्थापन अंकेक्षण
- प्र.2 टिपा द्या/थोडक्यात उत्तरे लिहा. (कोणतेही दोन) 06
- 1) कर अंकेक्षण
 - 2) अंतर्गत नियंत्रण पध्दती
 - 3) लेखापरीक्षकाला काढून टाकणे
- प्र.3 लेखापरीक्षण म्हणजे काय? लेखापरीक्षणाचे उद्देश स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- लेखापरीक्षाकाचे अधिकार आणि कर्तव्य स्पष्ट करा.
- किंवा**
- बँकेचे लेखापरिक्षण करित असताना लेखापरीक्षकाने विचारात घ्यावयाचे विशेष मुद्दे सांगा.

Seat
No.

**B.Com. (Semester - V) (CBCS) Examination March/April-2023
Advanced Accountancy Paper – II (Auditing) (19405506)**

Day & Date: Saturday, 01-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options.**08**

- 1) Audit programme is prepared by _____.
 - a) The auditor
 - b) The client
 - c) The audit assistant
 - d) The auditor and his audit assistants
- 2) The term 'Audit' is derived from a Latin word Audire; which means to _____.
 - a) Tear
 - b) Wear
 - c) Hear
 - d) Clear
- 3) Section 142 of The Companies Act, 2013 Provides for _____.
 - a) Duties of Company Auditor
 - b) Rights of Company Auditor
 - c) Remuneration of Auditor
 - d) Liabilities of Company Auditor
- 4) Which of the following audit is compulsory under Companies Act, 2013?
 - a) Internal Audit
 - b) Interim Audit
 - c) Continuous Audit
 - d) Statutory Audit
- 5) Audit of Cash Book only is an example of _____.
 - a) Continuous Audit
 - b) Partial Audit
 - c) Annual Audit
 - d) Special Audit
- 6) Cost Audit represents true and faire view of the _____ of any product.
 - a) Cost of sale
 - b) Cost of raw material consumption
 - c) Cost of production
 - d) Financial Statement
- 7) Final Audit is known as _____.
 - a) Annual Audit
 - b) Internal Audit
 - c) Tax Audit
 - d) All of the above
- 8) Auditing/Auditor seeks _____.
 - a) Conclusive evidence
 - b) Corroborative evidence
 - c) Both (a) and (b) above
 - d) Persuasive evidence

B) Explain the following concepts.**04**

- 1) Vouching
- 2) Management Audit

- Q.2 Write short note/Short answer (any two)** **06**
- a) Tax Audit
 - b) Internal Check System
 - c) Removal of Auditor
- Q.3 Define Auditing? Explain the objectives of Auditing.** **10**
- Q.4 Answer any one of the following.** **12**
- a) Explain Rights and Duties of Company Auditor.
- OR**
- b) Give the Special points which require the special attention of an auditor while auditing the accounts of bank.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advanced Cost Accounting Paper – II (19405508)**

Day & Date: Saturday, 01-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives and rewrite the sentences. 08

- 1) The use by several undertaking of the same costing principle is called as _____ costing.

a) Marginal	b) Uniform
c) Standard	d) None of these
- 2) When actual loss is _____ than the estimated loss, the difference between loss is considered as abnormal loss.

a) More	b) Less
c) Extra	d) Simple
- 3) Job costing is suitable for _____.

a) Specific order concern	b) Mass producing concerns
c) All concerns	d) None of these
- 4) The document which provides information regarding the progress of each job at each operation is known as _____.

a) Job Order	b) Job Advice
c) Job Tickets	d) progress Advice
- 5) A contract is generally of _____ duration.

a) Small	b) Medium
c) Low	d) Long
- 6) When 1000 units are 60% complete in process, it is equivalent to _____ completed unit.

a) 600	b) 300
c) 900	d) 60
- 7) Sub contract cost is always to be treated as _____ charge to the contract.

a) Indirect	b) Direct
c) Fixed	d) None of these
- 8) Uniform costing enables different firms to _____ the cost.

a) Compare	b) Combine
c) Complete	d) None of these

B) Explain the following concepts. 04

- 1) Meaning of uniform costing
- 2) Normal loss

Q.2 A) Write short notes. (Any Two) 06

- 1) Advantages of process costing
- 2) Areas of uniform costing
- 3) Features of contract costing

Q.3 The following are information relating to a contract Account no 123.

10

Contract Price	6,00,000
Wages	1,64,000
General Expenses	8,600
Raw Material	1,20,000
Plant	20,000

As on date, cash received was ₹ 2,40,000 being 80% of work certified. The value of materials remaining at site was ₹ 10,000

Depreciate plant by 10%

Prepare Contract Account No.123

Q.4 Answer the following. (Any One)

12

A) Following information relates two different Jobs of a manufacturing concern, Sonali Engineering Company Ltd. Pune for the month of March 2022.

Particular	Job no. 367	Job no. 376
Chargeable Expenses Payable	250	400
Process Material	6200	7500
Cost of Special Design	700	650
Direct Labour	4800	1700
Other Direct Expenses	2050	3950
Operating Labour	1300	5200
Prime Cost Material	3800	10500
Productive Wages Outstanding	900	100

Additional Information

- 1) Distribution on cost - 3% on office cost
- 2) Management Expense - 20% on works cost
- 3) Works overhead - 50% on Basic cost
- 4) Selling Expense - 7% on cost of production

Find out cost of Sales of Job No. 367 and Job No. 376.

B) What is Process Costing? Explain feature of Process Costing.

- प्र.1 ब) खालील संकल्पना स्पष्ट करा. 04
- 1) मानव संसाधन विकास
 - 2) प्रशिक्षण म्हणजे काय?
- प्र.2 खालील पैकी कोणत्याही दोन टिपा लिहा. 06
- 1) मनुष्यबळ नियोजनाची गरज
 - 2) कृती मूल्यांकनाचे उद्देश
 - 3) प्रशिक्षणाची गरज
- प्र.3 मानव संसाधन व्यवस्थापन म्हणजे काय? मानव संसाधन व्यवस्थापनाची कार्ये स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
- शास्त्रीय निवडीच्या कार्यपध्दती स्पष्ट करा.
- किंवा**
- कृती मूल्यांकन म्हणजे काय? कृती मूल्यांकनाच्या पध्दती स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Industrial Management (Paper - II) (19405510)**

Day & Date: Saturday, 01-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Multiple Choice questions.

08

- 1) Due to _____ appraisal, the work of recruitment and selection of worker is completed accurately can be understood.
 - a) Performance
 - b) Planning
 - c) Promotion
 - d) Group
- 2) Human resource development consists of _____.
 - a) Promotion
 - b) Planning
 - c) Development of skills
 - d) None of these
- 3) _____ is/are the objectives of the HRM.
 - a) Societal Objectives
 - b) Organizational Objectives
 - c) Functional Objectives
 - d) All of these
- 4) _____ is the aim of training.
 - a) Reducing Production Cost
 - b) Increase in Production
 - c) Reducing Accidents
 - d) All of these
- 5) _____ type of training is useful to update the knowledge and skill of the employee.
 - a) Induction training
 - b) Refresher training
 - c) Job training
 - d) All of these
- 6) _____ is the systematic effort to increase the competence, qualifications and capabilities of the employees.
 - a) Human Resource Development
 - b) Human Resource Management
 - c) Collective Bargaining
 - d) Controlling
- 7) Promotion, transfer and references are the _____ source of recruitment.
 - a) External
 - b) Internal
 - c) Both a and b
 - d) None of these
- 8) Human Resource selection includes _____.
 - a) Determination of interview technique
 - b) Motivating
 - c) Development of skills
 - d) Performance evaluation

B) Explain the Following Concepts.

04

- 1) Human Resource Development
- 2) What is Training?

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Need of Human Resource Planning
 - b) Objectives of Performance Appraisal
 - c) Need of Training
- Q.3 Long Answers.** **10**
- What is Human Resource Management? Explain the functions of Human Resource Management.
- Q.4 Answer the following (Any One)** **12**
- Explain the procedure of scientific selection.
- OR**
- What is performance appraisal? Explain the methods of performance appraisal.

Seat No.	
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**B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advance Insurance Paper – II (19405512)**

Day & Date: Saturday, 01-07-2023
Time: 12:00 PM To 02:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) — हा अग्नी विमा घेण्याच्या कार्यपद्धतीतील प्रथम टप्पा आहे.
अ) विमा कंपनीची निवड ब) मालमत्तेचे सर्वेक्षण
क) जोखीम निश्चित करणे ड) यापैकी नाही
 - 2) अग्नि विमा पॉलिसीचा कालावधी — आहे.
अ) दोन वर्षे ब) एक वर्षे
क) तीन वर्षे ड) चार वर्षे
 - 3) सर्वसमावेशक पीक विमा योजना — मध्ये सुरु करण्यात आली.
अ) 2015 ब) 1985
क) 1995 ड) 2005
 - 4) भारतामध्ये विमा कायदा — साली संमत झाला.
अ) 1938 ब) 1942
क) 1963 ड) 1948
 - 5) — विमा प्रकारांमध्ये मोटार वाहन विम्यांतर्गत सर्व प्रकारच्या धोक्यापासून संरक्षण मिळते.
अ) सर्वसमावेशक विमा ब) मोटार अपघात विमा
क) तृतीय पक्ष विमा ड) व्यापारी वाहन विमा
 - 6) — अग्नि विम्याद्वारे एकाच शहरात विविध ठिकाणी असलेल्या मालमत्तेचे संरक्षण मिळते.
अ) तरते विमापत्र ब) सरासरी विमापत्र
क) मुदती विमापत्र ड) घोषित विमापत्र
 - 7) व्यवसायिक जबाबदारीचा विमा यामध्ये — धोक्यापासून संरक्षण दिले जाते.
अ) अपघाती मृत्यू ब) शारीरिक अपंगत्व
क) व्यवसायिक अपंगत्व ड) वरील सर्व
 - 8) अग्नि विमाच्या — अट विम्याच्या 'परस्पर विश्वास' तत्त्वाशी संबंधित आहे.
अ) फेरफार ब) चुकीची माहिती
क) वगळलेली हानी ड) यापैकी नाही.

- ब) खालील संकल्पना स्पष्ट करा. 04
- 1) अग्नी विम्याची उत्पत्ती.
 - 2) सार्वजनिक दायित्व विम्याची संकल्पना स्पष्ट करा.
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
- अ) अग्नी विम्याचे स्वरूप
 - ब) मोटार विम्याचे महत्त्व
 - क) दुहेरी विमा
- प्र.3 अग्नी विमा उतरविण्याची कार्यपद्धती स्पष्ट करा. 10
- प्र.4 पुढील प्रश्नाचे उत्तर लिहा. (कोणताही एक) 12
- अग्नी विम्याचे विविध प्रकार स्पष्ट करा.
- किंवा**
- मोटार विमा अंतर्गत दावा दाखल करण्याची कार्यपद्धती सांगा.

Seat No.	
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Set **P**

B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advance Insurance Paper – II (19405512)

Day & Date: Saturday, 01-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the option. 08

- 1) _____ is first step in taking fire insurance policy.
 - a) Selection of the insurance company
 - b) Survey of the property
 - c) Determining the risk
 - d) None of these
- 2) The period for the fire insurance policy is _____.
 - a) Two years
 - b) One year
 - c) Three years
 - d) Four years
- 3) Comprehensive crop insurance scheme implemented in _____ year.
 - a) 2015
 - b) 1985
 - c) 1995
 - d) 2005
- 4) 'Insurance act passed in India in the year _____.
 - a) 1938
 - b) 1942
 - c) 1963
 - d) 1948
- 5) _____ motor insurance policy covers all types of risks.
 - a) Comprehensive insurance policy
 - b) Motor accident policy
 - c) Third party insurance policy
 - d) None of these
- 6) In _____ fire insurance policy, property at different locations in same city are covered.
 - a) Floating policy
 - b) Average policy
 - c) Time policy
 - d) Declaration policy
- 7) _____ risk is covered under employee's liability insurance.
 - a) accidental death
 - b) physical disability
 - c) occupational disability
 - d) all of these
- 8) _____ fire insurance condition is related with 'good faith' principle of fire insurance.
 - a) alteration
 - b) misdescription
 - c) exclusions
 - d) none of these

B) Explain the following concepts 04

- 1) Origin of Fire Insurance.
- 2) Explain the concept of Public liability insurance.

- Q.2 Write Short Notes. (Any Two)** **06**
- a) Nature of Fire Insurance
 - b) Importance of Motor Insurance
 - c) Double Insurance
- Q.3** Explain the procedure of taking Fire Insurance Policy. **10**
- Q.4 Answer any one of the following.** **12**
- Explain the types of Fire Insurance policies.
- OR**
- Explain the claim settlement procedure of motor insurance.

Seat
No.

B.Com. (Semester - V) (CBCS) Examination: March/April-2023
Advanced Statistics Paper – II (19405518)

Day & Date: Saturday, 01-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative and rewrite the sentences again. 08

- 1) A constraint in an LPP model restricts _____.
 - a) Value of the objective function
 - b) Value of the decision variable
 - c) Use of available resource
 - d) All the above
- 2) In graphical method of LPP if the iso-cost line coincide with a side of region of basic feasible solutions we get _____.
 - a) Unique optimum solution
 - b) Unbounded optimum solution
 - c) No feasible solution
 - d) Infinite number of optimum solutions
- 3) Maximization assignment problem is transformed into a minimization problem by _____.
 - a) Adding each entry in a column from the maximum value in that column
 - b) Subtracting each entry in a column from the maximum value in that column
 - c) Subtracting each entry in the table from the maximum value in that table
 - d) None of these
- 4) The assignment algorithm was developed by _____.
 - a) Modi
 - b) Kuhn
 - c) Hungarian
 - d) Vogel's
- 5) To find initial feasible solution of a transportation problem the method which starts allocation from the lowest cost is called _____ Method.
 - a) North west corner
 - b) Least cost
 - c) South east corner
 - d) Vogel's approximation
- 6) When the total of allocations of a transportation problem match with supply and demand values, the solution is called _____ solution.
 - a) Non-degenerate
 - b) Degenerate
 - c) Feasible
 - d) None of these
- 7) In sequencing problem processing times of jobs are _____.
 - a) Dependent of order of performing of the operations
 - b) Independent of order of performing of the operations
 - c) Sometimes dependent
 - d) None of these

- 8) Processing n jobs through three machines A, B and C in the order ABC is possible only when _____.
 a) $\min\{A_i\} \geq \max\{B_i\}$ b) $\min\{C_i\} \geq \max\{B_i\}$
 c) $\max\{A_i\} \geq \min\{B_i\}$ d) Both (a) and (b)

B) Explain the following concepts. 04

- 1) Mention two methods of solving Linear Programming Problem.
- 2) When is an assignment problem said to be an unbalanced?

Q.2 A) Write a Short Note. (Any Two) 06

- 1) What is a sequencing problem?
- 2) Find initial basic feasible solution to the following transportation problem using least cost method.

	D1	D2	D3	Availability
O1	23	27	16	30
O2	12	17	20	40
O3	22	28	12	53
Requirement	22	35	25	

- 3) Write the procedure of converting a sequencing problem of n jobs with 3 machines into a sequencing problem of n jobs with 2 machines.

Q.3 Solve the following L.P.P. by graphical method. 10

Maximize $Z = 3x_1 + 2x_2$
 Subject to the constraints
 $2x_1 - x_2 \geq -2$
 $x_1 + 2x_2 \geq 8$
 $x_1, x_2 > 0$

Q.4 Answer the following. (Any One) 12

- a) Define an Assignment Problem and Transportation Problem. Also give difference between them.
- b) There are seven jobs, each of which has to go through the machines A and B in the order AB. Processing times in hours are given below

Job:	1	2	3	4	5	6	7
Machine A:	3	12	15	6	10	11	9
Machine B:	8	10	10	6	12	1	3

Determine a sequence of these jobs that will Minimize the total elapsed time T.

- Q.2 Write short note on (any two)** **06**
- a) Articles of Association of company
 - b) Procedure of Registration of share brokers
 - c) Functions and Powers of Central Vigilance Commission
- Q.3 Explain the contents of Memorandum of Association of Company.** **10**
- Q.4 Answer any one of the following** **12**
- Explain the jurisdiction of and procedure on receipt of complaint by District Commission.
- OR**
- Explain functions and powers of SEBI.

- ब) पुढील संकल्पना स्पष्ट करा.
अ) निती आयोग
ब) विदेशी भांडवल

04

प्र.2 टीपा लिहा (कोणत्याही दोन)

06

- अ) ब्रिक्स
ब) नवीन आर्थिक धोरण
क) जागतिक बँक

प्र.3 विदेशी भांडवलाचे महत्त्व सांगा.

10

प्र.4 खालील प्रश्नाचे उत्तर लिहा. (कोणताही एक)

12

नवीन आर्थिक धोरणाचे भारतीय अर्थव्यवस्थेवरील परिणाम सांगा.

किंवा

भारतीय नियोजनाचे मूल्यमापन करा.

Seat
No.

**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Business Economics (Paper – III) (19405603)**

Day & Date: Tuesday, 20-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternatives from the options. 08

- 1) _____ national in the world accepted planning in firstly.
 - a) India
 - b) America
 - c) Russia
 - d) China
- 2) By Geographical extended line foreign capital means _____ capital.
 - a) Indigenous
 - b) Inter-Continental
 - c) Inter state
 - d) Foreign
- 3) India has been receiving foreign capital in the form of _____.
 - a) Foreign aid
 - b) External commercial borrowing
 - c) Foreign Investment
 - d) All the above
- 4) Government of India liberalized its policy towards foreign investment in the year _____.
 - a) 1925
 - b) 1991
 - c) 1995
 - d) 2000
- 5) World Trade Organization headquarter _____ in this city.
 - a) London
 - b) Geneva
 - c) Washington
 - d) Delhi
- 6) World Trade Organization's was established in _____ year.
 - a) 1970
 - b) 1986
 - c) 1995
 - d) None of these
- 7) International Bank of reconstruction and development is names as _____.
 - a) International Monetary Fund
 - b) World Bank
 - c) World Trade Organization
 - d) Development Bank
- 8) World Bank headquarters at _____.
 - a) Washington
 - b) London
 - c) Delhi
 - d) New Jersey

B) Explain the following concepts. 04

- 1) Niti Aayog
- 2) Foreign Capital

Q.2 Write Short Notes. (Any Two) 06

- a) BRICS
- b) New Economic Policy
- c) World Bank

Q.3 Explain the importance of foreign capital. 10

Q.4 Attempt any one of the following questions.

12

Discuss on the impact of new economic policy on Indian Economy.

OR

Explain the evaluation of Indian planning.

- ब) खालील संकल्पना स्पष्ट करा.
1) नाफेड चे पूर्ण रूप लिहा.
2) DCC बँकेचे पूर्ण रूप लिहा.

- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
अ) सहकार चळवळीवरती नवीन आर्थिक धोरणांचा परिणाम.
ब) ग्राहक सहकारी संस्थांची उद्दिष्टे.
क) सहकारी प्रक्रिया संस्थांच्या समस्या.
- प्र.3 सहकारी चळवळीच्या विकासातील सरकारची भूमिका स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
अ) ग्रामीण विकासात सहकारी साखर कारखान्यांची भूमिका स्पष्ट करा.
ब) प्राथमिक कृषी सहकारी पतपुरवठा संस्थांच्या समस्या व त्यावरील उपाय योजना स्पष्ट करा.

Seat No.	
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B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Co-operative Development (19405604)

Day & Date Wednesday, 21-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

Instructions: 1) Figures to the right indicate full marks.
2) Each question carries equal marks.

Q.1 A) Choose the correct alternative from the options. 08

- 1) Indian Co-operative societies structure is _____ ties.
 - a) One
 - b) Two
 - c) Three
 - d) Four
- 2) _____ Bank is known as apex bank in Co-operative Movement.
 - a) SBI
 - b) Janta Bank
 - c) State Co-operative Bank
 - d) None of These
- 3) The Co - operative movement in India started in the year _____.
 - a) 1844
 - b) 1904
 - c) 1960
 - d) 1912
- 4) NAFED was established in the year _____.
 - a) 1958
 - b) 1966
 - c) 1991
 - d) 1948
- 5) New Economic Reforms accepted in the year _____ in India.
 - a) 1947
 - b) 1904
 - c) 1991
 - d) 2001
- 6) India's first Co-operative sugar factory was established at _____.
 - a) Delhi
 - b) Pune
 - c) Kolhapur
 - d) Pravaranagar
- 7) Primary agriculture credit Co-operative societies provide _____ term loans.
 - a) Long
 - b) Short
 - c) Mid
 - d) None of these
- 8) NABARD was established in the year _____.
 - a) 1958
 - b) 1966
 - c) 1982
 - d) 1991

B) Explain the following concepts. 04

- 1) Full form of NAFED
- 2) Full form of DCC bank

- Q.2 Write a short note. (Any Two)** **06**
- a) Impact of New Economic Policy on Co-operative Movement
 - b) Characteristics of Consumer Co-operative Societies
 - c) Problems of Co-operative Processing Societies
- Q.3 Explain the role of government in the development of Co-Operative movement.** **10**
- Q.4 Long Answer Question (Any One)** **12**
- a) Explain the role of sugar Co-operatives in rural area development.
 - b) Explain the problems and remedies of Primary Agriculture Credit Societies Co-operative Movement.

Seat No.	
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B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Modern Management Practices (19405601)

Day & Date: Thursday, 22-06-2023
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
 2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) आपत्ती व्यवस्थापन ही ——— प्रक्रिया आहे.
 - अ) तात्पुरती
 - ब) अल्पकालीन
 - क) दीर्घकालीन
 - ड) प्रासंगिक
 - 2) ग्राहक संपर्क सेवा केंद्र हा ——— बाह्यस्त्रोत प्रकार आहे.
 - अ) ज्ञान प्रक्रिया
 - ब) कायदेविषयक प्रक्रिया
 - क) अग्रकार्यालयीन कामासाठी
 - ड) त्रयस्थ केंद्र
 - 3) ——— हे फाईव्ह-एस कार्यपद्धतीच्या तत्वज्ञानाचे मार्गदर्शक तत्त्व आहे.
 - अ) वेळेवर कृती करणे
 - ब) खर्चात कपात
 - क) सहकार्य
 - ड) वरीलपैकी नाही
 - 4) कामातील चुका वाढती गैरहजेरी आणि वरिष्ठांच्या आदेशाचा अनादर ही ——— तणावाची लक्षणे आहेत.
 - अ) शारीरिक
 - ब) मानसिक
 - क) वर्तणुकीय
 - ड) वरीलपैकी सर्व
 - 5) ——— हे अपव्यय कपातीचे तंत्र आहे.
 - अ) राखणे
 - ब) गेम्बा
 - क) हालचाल
 - ड) जोडोका
 - 6) सिक्स सिग्मा कार्यपद्धती मध्ये ——— एकूण टप्पे आहेत.
 - अ) पाच
 - ब) सहा
 - क) सात
 - ड) आठ
 - 7) भारतातील आय एस ओ चे मुख्य शाखा कार्यालय ——— हे आहे.
 - अ) मुंबई
 - ब) दिल्ली
 - क) पुणे
 - ड) चेन्नई
 - 8) युवा महोत्सव हे ——— समारंभ आहे.
 - अ) सामाजिक
 - ब) सांस्कृतिक
 - क) राजकीय
 - ड) औद्योगिक

- ब) खालील संकल्पना स्पष्ट करा. 04
1) आपत्ती व्यवस्थापन
2) सिक्स सिग्मा
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
अ) बी. पी. ओ. चे फायदे
ब) ताणाचे परिणाम
क) शून्य दोष कार्यक्रम
- प्र.3 कायझेन संकल्पनेची व्याख्या देऊन सूक्ष्म पातळीवरील तंत्रे स्पष्ट करा. 10
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
आय. एस. ओ. गुणवत्ता मानक म्हणजे काय? आय. एस. ओ. गुणवत्ता मानकांचे महत्व स्पष्ट करा.

किंवा

हॉटेल व्यवस्थापन म्हणजे काय? हॉटेल व्यवस्थापनाचे महत्व स्पष्ट करा.

Seat No.	
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Set **P**

**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Modern Management Practices (19405601)**

Day & Date: Thursday, 22-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Multiple choice questions. 08

- 1) Disaster management is a _____ process.
 - a) Temporary
 - b) Short term
 - c) Long term
 - d) Incidental
- 2) Customers contact services centre is the _____ type of outsourcing.
 - a) Knowledge process
 - b) Legal process
 - c) Front office
 - d) Third party centre
- 3) _____ is the directive principle of philosophy of 5 - S system (Five - S system).
 - a) Work in time
 - b) Cost reduction
 - c) Co-operation
 - d) None of the above
- 4) Errors in work, increasing absenteeism and disobey of orders of seniors are the _____ symptoms of stress.
 - a) Physical
 - b) Psychological
 - c) Behavioral
 - d) None of the above
- 5) _____ is the technique of waste reduction.
 - a) Sustain
 - b) Gemba
 - c) Motion
 - d) Jidoka
- 6) There are _____ steps in implementing Six Sigma.
 - a) Five
 - b) Six
 - c) Seven
 - d) Eight
- 7) _____ is a man branch office of ISO in India.
 - a) Mumbai
 - b) Delhi
 - c) Pune
 - d) Chennai
- 8) Youth festival is a _____ event.
 - a) Social
 - b) Cultural
 - c) Political
 - d) Industrial

B) Explain the following concepts. 04

- 1) Disaster Management
- 2) Six Sigma

Q.2 Write Short note/Short answers/Short problem. (Any Two) 06

- a) Benefits of B. P.O.
- b) Effects of Stress
- c) Zero Defect Program

- Q.3** Define the Concept of Kaizen. Explain the micro level techniques of kaizen. **10**
- Q.4** What is I.S.O. Quality standard? Explain the importance of I. S. O. Quality standard. **12**

OR

What is Hotel Management? Explain the importance of Hotel Management.

प्र.2 टिपा लिहा. (कोणतेही दोन)

अ) नजरगहाण

ब) रोखता

क) धारणाअधिकार

प्र.3 भारतात वसुली बँकेला देण्यात आलेल्या संरक्षणाविषयी सविस्तर चर्चा करा.

10

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा.

12

प्रदायी बँकेचे कर्तव्य व जबाबदाऱ्या स्पष्ट करा.

किंवा

भारतीय बँकिंग नियमन कायदा 1949 चे मूलभूत वैशिष्ट्ये स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination March/April-2023
Advanced Accountancy Paper – III (19405605)**

Day & Date: Friday, 23-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the option. 08

- 1) One liquidation and no formation of new company takes place in case of _____.
 - a) Amalgamation
 - b) Absorption
 - c) External reconstruction
 - d) Liquidation
- 2) Accumulated losses in the vendor company should be transferred to _____.
 - a) Equity shareholders account
 - b) Realisation Account
 - c) New Company Account
 - d) Cash Account
- 3) The standard current ratio is _____.
 - a) 4 : 1
 - b) 3 : 1
 - c) 2 : 1
 - d) 1 : 1
- 4) If current ratio is 2.5:1 and current liabilities are Rs. 50,000. The current assets will be _____.
 - a) Rs. 1,00,000
 - b) Rs. 1,25,000
 - c) Rs. 1,50,000
 - d) Rs. 1,75,000
- 5) In case of hire purchase transactions the hire-purchaser _____ right to resell goods till payment of last instalment.
 - a) does
 - b) does not
 - c) does or does not
 - d) can't say
- 6) In the books of buyer the depreciation is charged on _____.
 - a) The hire purchase price
 - b) The hire purchase price or the cash price whichever is higher
 - c) The cash price
 - d) The hire purchase price or the cash price whichever is lower
- 7) Costing is a technical process of ascertaining _____.
 - a) Cost
 - b) Price
 - c) Profit
 - d) None of these
- 8) Cost Accounting help to increase _____.
 - a) Price
 - b) Cost
 - c) Loss
 - d) Efficiency

B) Explain the following concepts. 04

- 1) Objectives of cost accounting
- 2) Advantages of amalgamation

Q.2 Solve the following (any two).

- a) X Ltd. absorbed by Y Ltd. The share capital of X Ltd. is Rs. 1,60,000 (Face Value per share is Rs. 10 each). Calculate the purchase consideration.
- 1) Issue 3 shares of new company at a market price of Rs. 11 for 2 shares of old company.
 - 2) Pay Rs. 2 in cash for each share of old company.
 - 3) Rs. 3000 absorption expenses paid by Y Ltd. and included in purchase consideration.

- b) Following is the information of Ashok Ltd.

Sales for the year	Rs. 20,00,000
Gross Profit	Rs. 5,00,000
Net Profit	Rs. 1,00,000
Opening Stock	Rs. 7,00,000
Closing Stock	Rs. 8,00,000

From the above information, calculate Stock Turnover Ratio, Gross Profit Ratio and Net Profit Ratio.

- c) Sunflag Ltd. purchased a machine on hire purchase system from L & T Ltd. on 1-1-2019 on paying Rs. 12,000 down. The remaining amount (including 10% interest p.a.) was paid at the end of each year as under.
- 1) 31-12-2019 Rs. 25,600
 - 2) 31-12-2020 Rs. 19,600
 - 3) 31-12-2021 Rs. 14,000
 - 4) 31-12-2022 Rs. 8,800

Calculate the amount of interest included in each installment and total cash price.

Q.3 Following financial details are extracted from the books of ABC Company Ltd. as at 31st March, 2022.

Particulars	Rs.
Net Sales	12,00,000
Operating Expenses	9,00,000
Gross Profit	3,00,000
Non-operating Expenses	1,20,000
Net Profit	1,80,000
Current Assets (Stock Rs. 3,80,000)	7,80,000
Fixed Assets	7,20,000
Total Assets	15,00,000
Net Worth (Shareholder fund)	7,50,000
Debt	4,50,000
Current Liabilities	3,00,000
Total Liabilities	15,00,000

Calculate:

- 1) Current Ratio
- 2) Quick Ratio
- 3) Return on Shareholder Fund
- 4) Working Capital Turnover (sales) Ratio
- 5) Debt Equity Ratio

Q.4 a) Following is the Balance Sheet of XYZ Ltd. as at 31st March, 2022.

12

Liabilities	Rs.	Assets	Rs.
Share Capital (2000 shares of Rs. 100 each)	2,00,000	Goodwill	35,000
Reserve Fund	20,000	Land and Building	85,000
5% Debentures	1,00,000	Plant and Machinery	1,60,000
Loan from Bank	40,000	Stock	55,000
Sundry Creditors	80,000	Cash at Bank	34,000
		Discount on Debentures	6,000
		Debtors	65,000
Total	4,40,000	Total	4,40,000

The business of the company is taken over by Tata Ltd. as on that date on the following terms.

- 1) The Tata Ltd. to take over all the assets except cash, the assets to be valued at their book values less 10% except Goodwill which was to be valued at Rs. 50,000.
- 2) The Tata Ltd. to take over trade creditors at book value.
- 3) The purchase consideration was to be discharged in 12,500 shares of Rs. 10 each valued at Rs. 15 per share and balance in cash.
- 4) The expenses of liquidation amounted to Rs. 3,500 and it is paid by XYZ Ltd.

Prepare:- Realisation A/c, Shareholders A/c, Tata Ltd.'s A/c and Bank A/c in the books of XYZ Ltd. and show the calculation of purchase consideration.

OR

- b)** M/s Prabhat Ltd. purchased a machine on 1st April, 2019 on the Hire Purchase System from Bharat Ltd. The cash price of the machine was Rs. 30,000. The terms of payments were Rs.8,000 down and the balance in three yearly instalments of Rs. 8,000 each. The rate of interest payable was 5% p.a. M/s Prabhat Ltd. charged 10% depreciation on machine.

Prepare Machine A/c and Bharat Ltd. A/c in the books of M/s Prabhat Ltd. and also show the calculation of interest.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination March/April-2023
Advanced Costing (Paper – III) (19405607)**

Day & Date: Friday, 23-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the option. 08

- 1) The ABC analysis of inventory control 'A' items have _____.
a) Very high cost b) Intermediate cost
c) Low cost d) Very low cost
- 2) _____ is not an inventory.
a) Machines b) Raw materials
c) Finished goods d) Consumable tools
- 3) Under _____ system of remuneration workers cannot get extra remuneration for their efficiency.
a) Piece rate b) Regular rate
c) Time rate d) Contract rate
- 4) The total indirect materials, indirect labours and indirect expenses is termed as _____.
a) Overheads b) Costing charges
c) Chargeable cost d) All of the above
- 5) Differential piece rate system of remuneration is introduced by _____.
a) F. W. Taylor b) F. A. Halsey
c) Peter Drucker d) Emerson
- 6) The overheads expenses neither constant nor vary in the proportion of value of production are termed as _____.
a) Fixed overheads b) Office overheads
c) Variable overheads d) Semi variable overheads
- 7) Warehouse expenses is an example of _____.
a) Production overheads b) Selling overheads
c) Distribution overheads d) None of these
- 8) Absorption means _____.
a) Charging overheads to cost centers
b) Charging overheads to cost units
c) Charging overheads to cost centers and cost unit
d) None of these

B) Explain the following concepts. 04

- 1) Cost absorption
- 2) ABC analysis

Q.2 Write short note/ short problem. (Any two).

06

- Classification of overheads
- Time Rate Method
- Compute the total earning of a worker under Halsey plan.
Wages Rate per hour 5
Standard hour 80
Time taken 60

Q.3 From the following information prepare store ledger account under LIFO Method.

10

Date	Particulars
1 January 2021	Opening stock 10,000 unit @ ₹ 5 each
2 January 2021	Purchase 9,000 unit @ ₹ 6 each
5 January 2021	Issued 12,000 unit
7 January 2021	Purchase 8,000 unit @ ₹ 6.20 each
8 January 2021	Purchase 3,000 unit @ ₹ 6.40 each
10 January 2021	Issued 4,000 unit
12 January 2021	Issued 6,000 unit
15 January 2021	Purchase 2,000 unit @ ₹ 6.50 each
18 January 2021	Issued 6,000 unit

Q.4 Solve any one of the Following.

12

- In a factory granted wages are paid ₹ 2 per hour and the payment is made on weekly wages for a week of 4.8 hours by time and motions study it is estimated that manufacture of a product required 25 minutes to it personal time contingency allowance 20% is to be added during one week Ramdas produced 110 article during the week.
Calculate his wages under.
 - Time rate method
 - Halsey plan
 - Rowan plan
 - Piece rate method
- A machine costs ₹ 90,000 and is Deemed to have scrap value of 5% at the end of its effective life (19 years). Ordinary, the machine is expected to run for 2,400 hours per annum but it is estimated that 150 hours will be lost for normal repairs and maintenance and further 750 hours will be lost due to staggering. The other details in respect of machine shop are:

Sr. No.	Particulars	₹
a)	Wages, Bonus and Provident Fund contribution of each of two operators (each operator is in charge of two machines).	6000 per year
b)	Rent and rates of shop	3,000 per year
c)	General lighting of the shop	250 per month
d)	Insurance premium for the machine	200 per month
e)	Cost of repairs and maintenance per machine	250 per month
f)	Shop supervisor salary	500 per month
g)	Power consumption of the machine per hour 20 units; Rate of power per 100 units rupees 10	
h)	Other factory overhead attributable to the shop	4,000 per annum

There are four identical machines in the shop. The supervisor is expected to devote 1/5 of his time for supervising machine. Compute a comprehensive machine hour rate from the above details.

- 8) व्यवहारांची संख्या कमी असेल व मालाच्या किंमती स्थिर असतील तर मालाची किंमत निश्चित करण्याची ---- हि पद्धत योग्य ठरते.
- अ) प्रथम आवक प्रथम जावक (FIFO)
 - ब) शेवटी आवक प्रथम जावक (LIFO)
 - क) भारांकित सरासरी किंमत
 - ड) सरासरी किंमत

ब) खालील संकल्पना स्पष्ट करा.

04

- 1) उत्पादन कार्य
- 2) वित्तीय व्यवस्थापन

प्र.2 खालील प्रश्नांची थोडक्यात उत्तरे लिहा. (कोणतेही दोन)

06

- अ) अ ब क विश्लेषण
- ब) मार्ग निर्धारण
- क) खेळत्या भांडवलाचे मार्ग

प्र.3 उत्पादन संकल्पना स्पष्ट करा आणि त्याचे घटक थोडक्यात सांगा.

10

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा.

12

- अ) मालसाठा व्यवस्थापन म्हणजे काय? मालसाठा व्यवस्थापनाची उद्दिष्टे स्पष्ट करा.
किंवा
- ब) उत्पादकता म्हणजे काय? उत्पादकता मापनाचे विविध पद्धती स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Industrial Management (Paper – III) (19405609)**

Day & Date: Friday, 23-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative from the option. 08

- 1) The Head Office of National productivity council is in _____ city of India.
 - a) Mumbai
 - b) Chennai
 - c) Pune
 - d) New Delhi
- 2) Productivity of labour is measure by _____ formula.
 - a) Total Production/Net capital invested
 - b) Total production/Cost of land
 - c) Total production/ Total expenditure
 - d) Total production/Total labours hours
- 3) The level / point at which new order for purchase of material is given that point is known _____.
 - a) Minimum level
 - b) Danger level
 - c) Maximum level
 - d) Reordering level
- 4) Delivery chalan is also called as _____.
 - a) Bill of entry
 - b) Cash memo
 - c) Dispatch memo
 - d) Terry receipt
- 5) _____ is the best way to improve the productivity.
 - a) Standard Machinery
 - b) An efficient human resource
 - c) Quality raw materials
 - d) All of these
- 6) ABC technique is used in _____ management.
 - a) Personnel
 - b) Production
 - c) Inventory
 - d) None
- 7) The importance of production planning and control is explained from the point of view of the _____.
 - a) Customers
 - b) Workers
 - c) Society
 - d) All of these
- 8) Which method of pricing the issue from the store is best when the quantity of transactions are less and prices of raw material are stable?
 - a) First in First Out
 - b) Last in First Out
 - c) Weighted Average Price Method
 - d) Average Price Method

B) Explain the following concepts. 04

- 1) Production Function
- 2) Financial Management

- Q.2 Write Short answer. (Any Two)** **06**
- a) A B C Analysis
 - b) Routing
 - c) Sources of working capital
- Q.3 Explain the concept of production and briefly explain the component of production.** **10**
- Q.4 Answer the following questions. (Any One)** **12**
- a) What is inventory management? Explain objective of inventory management.
- OR**
- b) What is productivity? Explain different methods of measuring productivity.

8) भारतात आयुर्विमा क्षेत्र खुले झाल्यानंतर सदर क्षेत्राच्या नियमनासाठी ----
ही संस्था अस्तित्वात आली.

- अ) एल आय सी ब) आय आर डी ए
क) जी आय सी ड) आर बी आय

ब) खालील संकल्पना स्पष्ट करा.

04

- 1) सवलतीचे दिवस
2) विमा पत्राचे समर्पण मूल्य

प्र.2 टिपा लिहा. (कोणतेही दोन)

06

- अ) विमा प्रतिनिधीची नियुक्ती
ब) आय आर डी ए ची भूमिका
क) सामाजिक व आर्थिक विकासातील आयुर्विम्याची भूमिका

प्र.3 आयुर्विमा पत्रातील विविध अटी स्पष्ट करा.

10

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा.

12

- अ) विमाप्रतिनिधी म्हणजे काय? विमा प्रतिनिधीची कार्ये सविस्तर स्पष्ट करा.
ब) विमा व्यवसायाच्या खाजगीकरणाचे फायदे व तोटे स्पष्ट करा.

- Q.3** Explain the policy conditions of life insurance. **10**
- Q.4** **Answer the following questions. (Any One)** **12**
- a)** What is insurance agent? Explain the functions of insurance agent.
 - b)** Explain the merits and demerits of privatization of insurance business.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Statistics (Paper – III) (19405617)**

Day & Date: Friday, 23-06-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative. 08

- 1) Type II error occurs when?
 - a) We reject H_0 if it is True
 - b) We reject H_0 if it is False
 - c) We accept H_0 if it is True
 - d) We accept H_0 if it is False
- 2) Chi-square test is used to test _____.
 - a) Goodness of fit
 - b) Independence of attributes
 - c) Both (a) and (b)
 - d) Neither (a) nor (b)
- 3) Equality of two population variances can be tested by _____.
 - a) Z – test
 - b) χ^2 – test
 - c) t – test
 - d) F – test
- 4) A statement made about a population for testing purpose is called?
 - a) Statistic
 - b) Hypothesis
 - c) Level of Significance
 - d) Test-Statistic
- 5) Testing of $H_0 : \mu = \mu_0$ against $H_1 : \mu \neq \mu_0$ is a _____.
 - a) left tailed test
 - b) two tailed test
 - c) right tailed test
 - d) none of these
- 6) Any hypothesis which is complementary to null hypothesis is _____.
 - a) composite hypothesis
 - b) alternative hypothesis
 - c) simple hypothesis
 - d) none of these
- 7) Area of critical region depends on _____.
 - a) number of observations
 - b) size of type-II error
 - c) size of type-I error
 - d) value of statistic
- 8) The p-value obtained from a classical hypothesis test is:
 - a) the probability that the null hypothesis is true given the data
 - b) the probability that the null hypothesis is false given the data
 - c) the probability of observing the data or more extreme values if the null hypothesis is true
 - d) the probability of observing the data or more extreme values if the alternative hypothesis is true

B) Explain the following concepts. 04

- 1) Standard Death Rate
- 2) Null and Alternative hypothesis

Q.2 Write short notes. (any two) 06

- a) Write a note on critical region and level of significance.
- b) Write a note on GRR and NRR.
- c) Define chi-square and F variates.

- Q.3 Answer the following.** **10**
Describe assumptions, description and construction of Life tables.
- Q.4 Answer any one of the following.** **12**
- a) Explain the test to test $H_0: \mu_1 = \mu_2$.
 - b) Explain goodness of fit test in detail.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Banking (Paper - IV) (19405614)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा.

08

- 1) भारतीय नाणेबाजार हा ——— नावाने ओळखला जातो.
अ) दिल्ली नाणेबाजार ब) मुंबई नाणेबाजार
क) कलकत्ता नाणेबाजार ड) चेन्नई नाणेबाजार
- 2) भारतीय औद्योगिक विकास बँकेची स्थापना ——— मध्ये झाली आहे.
अ) 1949 ब) 1935
क) 1955 ड) 1964
- 3) ——— ही भारतातील पहिली विकास बँक आहे.
अ) IFCI ब) ICICI
क) UTI ड) यापैकी नाही
- 4) लंडन नाणेबाजार संघटित व विकसित करण्याचे श्रेय ——— या बँकेकडे जाते.
अ) UK बँक ब) बँक ऑफ इंग्लंड
क) बँक ऑफ लंडन ड) बार्कलेज बँक
- 5) अमेरिकेतील पहिला बँकिंग कायदा ——— मध्ये पास करण्यात आला.
अ) 1940 ब) 1933
क) 1945 ड) 1930
- 6) ——— बँकिंग ही ई-बँकिंगची महत्वाची प्रसारण वाहिनी आहे.
अ) होम बँकिंग ब) टेली बँकिंग
क) इंटरनेट बँकिंग ड) मोबाईल बँकिंग
- 7) अमेरिकन बँकांची विभागणी ही ——— विभागात करण्यात येते.
अ) 02 ब) 03
क) 04 ड) 06
- 8) बँक ऑफ इंग्लंडची स्थापना ——— मध्ये झाली आहे.
अ) 1964 ब) 1980
क) 1694 ड) 1946

- ब) पुढील संकल्पना स्पष्ट करा.
1) ऑफ-शोर बँकिंग
2) ई-बँकिंग

04

प्र.2 टिपा लिहा. (कोणत्याही दोन)

06

- अ) बहुराष्ट्रीय बँकिंग पद्धती
ब) ई-बँकिंगचे फायदे
क) राज्य वित्तिय महामंडळाची कार्ये

प्र.3 इंग्लंडमधील व्यापारी बँकांची सद्यस्थिती व वैशिष्ट्ये स्पष्ट करा.

10

प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा.

12

भारताच्या विकासातील भारतीय औद्योगिक वित्त महामंडळाची भूमिका स्पष्ट करा.

किंवा

अमेरिकेतील व्यापारी बँकांची सद्यस्थिती व वैशिष्ट्ये स्पष्ट करा.

Seat
No.

**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Banking (Paper - IV) (19405614)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 a) Choose the correct alternative from the options. 08

- 1) Indian Money Market is known as _____ money market.
 - a) Delhi
 - b) Mumbai
 - c) Kolkata
 - d) Chennai
- 2) Industrial Development Bank of India is established in _____.
 - a) 1949
 - b) 1935
 - c) 1955
 - d) 1964
- 3) _____ is the first development bank in India.
 - a) IFCI
 - b) ICICI
 - c) UTI
 - d) None of these
- 4) The credit goes to _____ for organizing and developing London Money Market.
 - a) UK bank
 - b) Bank of England
 - c) Bank of London
 - d) Barclays bank
- 5) The first Banking Act in America is passed in _____.
 - a) 1940
 - b) 1933
 - c) 1945
 - d) 1930
- 6) The important delivery channel of E-banking is _____.
 - a) Home banking
 - b) Tele banking
 - c) Internet banking
 - d) Mobile banking
- 7) American banks are classified into _____ categories.
 - a) 02
 - b) 03
 - c) 04
 - d) 06
- 8) Bank of England is established in the year _____.
 - a) 1964
 - b) 1980
 - c) 1694
 - d) 1946

b) Explain the following concept 04

- 1) Off-shore banking
- 2) E-banking

Q.2 Write short notes. (Any Two) 06

- a) Multinational banking system
- b) Advantages of E-banking
- c) The functions of State Financial Corporations (SFCs)

Q.3 Long questions answer. 10

Explain the present position and features of Commercial Bank in United Kingdom.

Q.4 Attempt any one of the following questions.

12

- a) Explain the role of Industrial Finance Corporation of India in the development of India.
- b) Explain the present position and characteristics of Commercial Bank of America.

Seat No.	
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Set **P**

B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Accountancy (Paper - IV) (19405606)

Day & Date: Saturday, 01-07-2023
 Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative and rewrite the sentences.

08

- 1) Exempted income includes _____.
 - a) Agriculture Income
 - b) Income from salary
 - c) Capital gain
 - d) Income from business
- 2) _____ deduction is allowed for donations to Prime Ministers Relief Fund.
 - a) 50%
 - b) 60%
 - c) 100%
 - d) No
- 3) Free education allowance for two children maximum Rs. _____ per month.
 - a) Rs. 100
 - b) Rs. 150
 - c) Rs. 200
 - d) Rs. 1000
- 4) Value of car provided by the employer to his employee for office use only is _____.
 - a) NIL
 - b) Rs. 1800
 - c) Rs. 2400
 - d) None of the above
- 5) Standard deduction u/s 24(a) for self-occupied house is _____.
 - a) NIL
 - b) 30% of Annual value
 - c) 20% of Net Annual Value
 - d) 10% of Annual value
- 6) The percentage of Standard Deduction available u/s _____ is 30% of Net Annual Value.
 - a) 24(c)
 - b) 24(D)
 - c) 24(a)
 - d) 24(F)
- 7) Under income from business, interest on capital is _____.
 - a) Allowed expenditure
 - b) Disallowed expenditure
 - c) Partly allowed
 - d) All of above
- 8) Out of payment of _____ is to be allowed for deduction from business income.
 - a) Wealth tax
 - b) Income tax
 - c) Municipal tax
 - d) G. S. T.

- B) Explain the following concepts** **04**
- 1) Any two expenses allowed in profession
 - 2) Give running Previous Year and Assessment Year

Q.2 Short problem (Any Two) **06**

- a) Person u/s 2(31). Give short answer.
 b) Calculation of House-Property
 Calculate Income from House-Property from the following particulars for the A.Y. 2021-2022

- | | |
|---|------------------------|
| 1) Municipal value | Rs. 3,00,000 per annum |
| 2) Municipal taxes | Rs. 50,000 per annum |
| 3) Interest on money borrowed for construction of house | Rs. 1,60,000 per annum |
| 4) House remain vacant for two months | |
| 5) Actual Rent received @ | Rs. 35,000 per month |
| 6) Standard Rent @ | Rs. 3,12,000 |

- c) Ratan owns a house property in Delhi. From the particulars given below, compute his income from house property for the A.Y. 2021-2022.

- | | |
|--|------------------------|
| 1) Municipal value | 2,00,000 |
| 2) Fair rent | 2,52,000 |
| 3) Standard rent | 2,40,000 |
| 4) Actual Rent received per month Rs. | 23,000 |
| 5) Municipal taxes | 20% of municipal value |
| 6) Expenses on repairs | 20,000 |
| 7) Insurance premium | 5,000 |
| 8) Interest on loan for construction for value | 1,00,000 |
- [Construction completed dated 31-3-2020]

Q.3 Long Problem:- **10**

From the following statement of Profit and Loss of Shri. Mahant, compute his Business Income for the A.Y. 2021-2022

Statement of Profit and Loss
for the year ended 31st March 2021

Particulars	Rs.	Particulars	Rs.
To Salary to staff	30,000	By Gross Profit	1,00,000
To Salary to proprietor	6,000	By Agricultural Income	2,560
To General expenses	5,000	By Life Insurance Policy amount received	10,000
To Interest on capital	4,000	By Commission and Brokerage	2,000
To Interest on wife loan	1,000	By Interest on debenture	3,000
To Drawings	20,000	By Interest on deposit with X Ltd.	1,450
To Furniture purchased	2,500	By Interest on post office saving bank account	1,000
To Income tax	3,800	By Dividend	4,000

To Bad debts	2,000	By Miscellaneous Receipts	490
To Provision for bad debts	3,000	By Interest on bank deposit	2,500
To Fire Insurance	500		
To L.I.C. Premium	400		
To Legal expenses	2,700		
To Donations	1,600		
To Charity	300		
To Wealth tax	1,400		
To G.S.T.	8,000		
To Repairs	800		
To Depreciation	7,000		
To Net profit	27,000		
	1,27,000		1,27,000

The information available was as under:

- 1) Depreciation allowable is Rs. 6,000 as per Govt. rules.
- 2) The Loan by Mrs. Manju is out of her earnings from salary.
- 3) Insurance premium paid on his own life policy.

Q.4 Solve any one of the following

- a)** Following are the particulars of income of Shri. Patil, Asst. Manager in a mill at Bangalore for the financial year 2020-2021. Compute his Income from salary for A.Y. 2021-22 by old Regime.
- i) Basic Salary Rs. 60,000 per annum.
 - ii) Dearness allowance Rs. 3,000 per month of which (Rs. 200 per month enters into retirement benefits)
 - iii) Children education allowance for two children at Rs. 200 p.m. per child.
 - iv) Entertainment Allowance Rs. 1000 per month.
 - v) Travelling allowance for official duty Rs. 24,000 of which Rs. 20,000 are spent.
 - vi) He is given as gift cloth of Rs. 1000
 - vii) He resides in the Bungalow of company. Its rent is Rs. 2000 per month. A watchman and a cook are also provided at the bungalow, whose salary Rs. 400 per month each is paid by the mill.
 - viii) He is provided with a motor car of 1600 cc engine capacity for his official and personal use. The running and maintenance costs are borne by the employer. A driver is also provided.
 - ix) Employers contribution to R.P.F is Rs. 8,000 and the interest credited to the fund at 8.5% rate, amounted to Rs. 11,050
 - x) Rent of house recovered from Shinde Rs. 4080.
 - xi) He paid professional tax @Rs. 2500 per annum.

12

OR

- b)** Shri. Raghuraj receives salary at Rs. 25,000 and D.A. at Rs. 3,750 per month.
He receives entertainment allowance Rs. 1000 p.m.
He received House Rent Allowance @3000 p.m.
He paid rent of his residential unit at Pune @4000 per month.
He received conveyance allowance @ Rs. 1200 p.m.
He received Education allowance for two children Rs. 4200 per annum.
Shri Raghuraj was provided with free Lunch during office hours, the cost of which is estimated to be Rs. 15000.
Shri Raghuraj has insured his Life for Rs. 5,00,000 at an annual premium of Rs. 25000. The premium is paid by the present employer.
Shri Raghuraj received Rs. 2000 as a second prize of in cross word puzzle & Rs. 10,000 first prize of mini lottery.
He received dividend Rs. 7800. His bank passbook showed an amount of Rs. 5600 credited to his Account as interest for previous year.
He donated Rs. 10000 to the National Defence Fund. He deposited Rs. 50000 in the Public Provident Fund.
Compute his total income for the A.Y. 2021-2022 by the New regime.

Seat No.	
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Set **P**

**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Costing Paper – IV (19405608)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative and rewrite the sentences. 08

- 1) _____ is the difference between the selling price and variable cost.
 - a) Standard
 - b) Marginal
 - c) Contribution
 - d) None of these
- 2) Rights and duties of cost auditor are the same as that of _____ auditor.
 - a) Management
 - b) Financial
 - c) Directors
 - d) Human Resource
- 3) C.A.S. stands for _____.
 - a) Cost Absorption Style
 - b) Cost Absorption Standards
 - c) Cost Accounting Style
 - d) Cost Accounting Standards
- 4) A _____ Budget is one that is prepared for changing level of Activity.
 - a) Flexible
 - b) Cash
 - c) Fixed
 - d) Master
- 5) If sales are 20,000, variable cost is ₹ 16,000, then what is the amount of contribution?
 - a) 400
 - b) 4,000
 - c) 40,000
 - d) 32,000
- 6) Margin of safety = $\frac{\text{-----}}{\text{p/v ratio}}$
 - a) Loss
 - b) Profit
 - c) Expenses
 - d) Monetary
- 7) At Break-even point margin of safety is _____.
 - a) More
 - b) Less
 - c) Nil
 - d) Maximum
- 8) Operation Budget normally cover a period of _____ years.
 - a) One year or less
 - b) 5 years or less
 - b) One year or more
 - d) 5 years or more

B) Explain the following concepts 04

- 1) Meaning of Cost Audit
- 2) Master Budget

Q.2 Write a Short Note (Any Two)

06

- a) Rights of Cost Auditor
- b) Objectives of Standard Costing
- c) Advantages of Budgetary Control

Q.3 ABC company wishes to arrange overdraft facilities with its Bankers during the period April, May and June, when it will be manufacturing mostly of stock. Prepare Cash Budget for the above period from the following data, indicating the extent of the Bank facilities, the company will require at the end of each month.

10

Month	Credit sales	Purchases	Wages
February	1,80,000	1,24,800	12,000
March	1,92,000	1,44,000	14,000
April	1,08,000	2,43,000	11,000
May	1,74,000	2,46,000	10,000
June	1,26,000	2,68,000	15,000

- a) 50% of credit sales are realised in the following month of sales and remaining 50% in the second month following.
- b) Creditors are paid in the following month of purchases.
- c) Payment of wages are made in similar month.
- d) Cash at Bank on 1st April (Estimated) ₹ 25,000

Q.4 Answer the following (Any One)

12

a) You are given the following data for the year 2022 of XYZ Ltd.

	Rs.
Variable cost	- 6,00,000
Fixed cost	- 3,00,000
Sales	- 10,00,000
Net profit	- 1,00,000
Find out	-

- i) P/V Ratio
- ii) BEP Sales
- iii) Profit when sales amounted to ₹ 12,00,000
- iv) Sales to earn a profit of ₹ 2,00,000

b) What is Standard Costing? Explain importance of Standard Costing.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination March/April-2023
Industrial Management (Paper - IV) (19405610)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) शासन, कर्मचारी आणि मालक संघटना ——— मध्ये सहभागी घटक आहेत.
अ) व्यवस्थापन ब) औद्योगिक संबंध
क) औद्योगिक कलह ड) वरीलपैकी नाही
 - 2) कामगारांच्या व्यवस्थापनेतील सहभागामुळे ——— होतो.
अ) औद्योगिक शांतता ब) देशाचा आर्थिक विकास
क) दोन्ही अ व ब ड) वरीलपैकी नाही
 - 3) ——— ही कामगारांचा व्यवस्थापनात सहभाग घेण्याची पद्धत आहे.
अ) मुलाखत ब) प्रशिक्षण
क) भरती ड) कामगारांच्या सूचना पद्धती
 - 4) ——— हे मानव संसाधन माहिती प्रणालीचे फायदे आहेत.
अ) अहवालाची गुणवत्ता सुधारणे
ब) चांगले विश्लेषण ज्यामुळे अधिक प्रभावी निर्णय घेता येते
क) अचूक आणि अद्ययावत मानव संसाधन माहितीची उपलब्धता
ड) वरीलपैकी सर्व
 - 5) कामगारांना वेतनाशिवाय देण्यात येणारे आर्थिक व आर्थिकेत्तर लाभ म्हणजे ——— होय.
अ) अनुषंगिक हित लाभ ब) अतिरिक्त वेतन
क) कार्यक्षमता न्याय ड) यापैकी नाही
 - 6) औद्योगिक संबंध हे ——— च्या दृष्टीने महत्वाचे आहेत.
अ) कामगारांच्या व उद्योजकांच्या
ब) गुंतवणूकदार
क) शासन
ड) वरीलपैकी सर्व
 - 7) औद्योगिक संबंध तणावपूर्ण असतील तर ——— अशा विघातक गोष्टी घडतात.
अ) टाळेबंदी व गैरहजेरी ब) उद्दिष्ट साध्य होतात
क) फक्त ब ड) दोन्ही अ व ब

8) ——— योजने अंतर्गत बचत केलेल्या वेळेच्या 50% इतके वेतन बोनस म्हणून कामगारांना दिले जाते.

- अ) हालसे योजना ब) रोवन योजना
क) टेलर यांची योजना ड) प्रोत्साहन योजना

ब) खालील संकल्पना लिहा. 04

- 1) औद्योगिक मानसशास्त्र
2) कामगारांचा व्यवस्थापनात सहभाग

प्र.2 खालीलपैकी कोणत्याही दोन टिपा लिहा. 06

- अ) औद्योगिक संबंधाचे उद्दिष्टे
ब) कर्मचारी कल्याण सुविधांचे प्रकार
क) औद्योगिक मानसशास्त्राची व्याप्ती

प्र.3 मजुरी, वेतन व प्रशासन यावर परिणाम करणारे घटक स्पष्ट करा. 10

प्र.4 कर्मचारी कल्याण म्हणजे काय? भारतातील कर्मचारी कल्याणाच्या पद्धती स्पष्ट करा. 12

किंवा

मजुरी व वेतन प्रशासनाचे स्वरूप व हेतू स्पष्ट करा.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination March/April-2023
Industrial Management (Paper - IV) (19405610)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Multiple Choice questions.

08

- 1) Government, employee and employee organizations are participants in _____.
 - a) Management
 - b) Industrial Relations
 - c) Industrial Dispute
 - d) None of these
- 2) Participation in the management of workers leads to _____.
 - a) Industrial Peace
 - b) Economic Development of the Country
 - c) Both a and b
 - d) None of these
- 3) _____ is the method of worker's participation in management.
 - a) Interview
 - b) Training
 - c) Recruitment
 - d) Workers suggestions scheme
- 4) _____ is/are the benefits of Human Resource Information System.
 - a) Improving the quality of report
 - b) Better analysis leading to more effective decision-making
 - c) The availability of accurate and up-to-date human resources data
 - d) All of these
- 5) Financial and non-financial forms advantages other than wages given to the workers are known as _____.
 - a) Fringe benefits
 - b) Extra wage
 - c) Justice for efficiency
 - d) None of these
- 6) Industrial relations are important for _____.
 - a) Worker and Entrepreneurship
 - b) Investors
 - c) Government
 - d) All of the above
- 7) When industrial relations are strained disruptions such as _____ occur.
 - a) Lockouts and absences
 - b) Achieving the goal
 - c) Only b
 - d) Both a and b
- 8) Under _____ plan 50% of time saved wages is paid as a bonus to the workers.
 - a) Halsey Plan
 - b) Rowan Plan
 - c) Taylor's Plan
 - d) Motivation Plan

B) Explain the following concepts.

04

- 1) Industrial Psychology
- 2) Workers Participation in Management

- Q.2 Write short note (Any Two).** **06**
- a) Objectives of industrial relation
 - b) Types of employee welfare
 - c) Scope of industrial psychology
- Q.3 Long Answer** **10**
- What are the factors influencing wages, salary and administration?
- Q.4 Attempt the following (Any One)** **12**
- a) What is employee welfare? Explain labour welfare practices in India.
- OR
- b) Explain the nature and purpose of wages and salary administration.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Insurance (Paper – IV) (19405612)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

- सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- प्र.1 अ) खालील दिलेले योग्य पर्याय निवडून गाळलेल्या जागा भरा. 08
- 1) ——— कायदा 1963 मध्ये संमत करण्यात आला.
अ) जीवन विमा ब) विमा
क) सागरी विमा ड) अपघात विमा
 - 2) सागरी विमा उतरविण्यासाठी ——— भरावे लागते.
अ) छापील प्रस्ताव अर्ज ब) निवेदन पत्र
क) कच्चे विमापत्र ड) साधा अर्ज
 - 3) सागरी धोक्यामधील बंदी ही ——— स्वरूपाची असते.
अ) सरकारी ब) बिनसरकारी
क) कायदेशीर ड) खाजगी
 - 4) सागरी विम्यातील ——— हा मालाच्या विम्यासाठी जास्त उपयोगी आहे.
अ) मुदती विमा ब) मिश्र विमा
क) निश्चित विमा ड) जहाज भाडे विमा
 - 5) सागरी विमा पत्राचे हस्तांतर करण्यासाठी विमा पत्रात ——— असावे लागते.
अ) साक्षांकन कलम ब) सरासरी कलम
क) जहाज कलम ड) अभिहस्तांकन कलम
 - 6) विमा व्यवसायाच्या इतिहासामध्ये ——— हा सर्वात जुना प्रकार आहे.
अ) पीक विमा ब) सागरी विमा
क) अग्नी विमा ड) आयुर्विमा
 - 7) भारत सरकारने सर्वसाधारण विम्याचे राष्ट्रीयीकरण ——— रोजी केले.
अ) 2001 ब) 2002
क) 1991 ड) 1972
 - 8) भारतीय सर्वसाधारण विमा महामंडळाची स्थापना ——— साली करण्यात आली.
अ) 1961 ब) 1973
क) 1956 ड) 2003

- ब) खालील संकल्पना स्पष्ट करा. 04
1) सट्ट्याचा करार
2) अभिहस्तांकण कलम
- प्र.2 टिपा लिहा. (कोणत्याही दोन) 06
अ) सागरी विम्याची व्याप्ती
ब) सागरी धोके
क) सर्वसाधारण विमा महामंडळाची संघटन रचना
- प्र.3 सागरी विम्यातील विभिन्न कलमे स्पष्ट करा. 10
- प्र.4 सागरी विमा घेण्याची कार्यपध्दती स्पष्ट करा. 12
किंवा
सर्वसाधारण विमा महामंडळाच्या कामगिरीचे मूल्यमापन करा.

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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Insurance (Paper – IV) (19405612)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Chose the correct alternatives. 08

- 1) _____ Act was passed in the year 1963.
 - a) Life Insurance
 - b) Insurance
 - c) Marine Insurance
 - d) Accident Insurance
- 2) _____ has to be filled for Marine Insurance.
 - a) Printed proposal Application
 - b) Declaration form
 - c) Cover Note
 - d) Simple application
- 3) Arrests in marine perils is _____ in nature.
 - a) Governmental
 - b) Non-governmental
 - c) Legal
 - d) Private
- 4) In Marine Insurance _____ is more used for null Insurance.
 - a) Time policy
 - b) Mixed policy
 - c) Valued policy
 - d) Freight policy
- 5) For transfer of Marine Insurance Policy, _____ is necessary in Insurance Policy.
 - a) Attention Clause
 - b) Average Clause
 - c) Hull Clause
 - d) Assignment Clause
- 6) In the history of in insurance business _____ is the oldest insurance
 - a) Crop insurance
 - b) Marine insurance
 - c) Fire insurance
 - d) Life insurance
- 7) On _____ government of India nationalized general insurance.
 - a) 2001
 - b) 2000
 - c) 1991
 - d) 1972
- 8) The General Insurance Corporation of India was formed in the year _____.
 - a) 1961
 - b) 1973
 - c) 1956
 - d) 2003

B) Explain the following concepts. 04

- 1) Wagering contract
- 2) Assignment clause

Q.2 Write Short note. (Any Two) 06

- a) Scope of marine insurance
- b) Marine perils
- c) Organisational structure of General Insurance Corporation

Q.3 Explain the clauses of marine policies. **10**

Q.4 Explain the procedure of taking marine insurance policy. **12**

OR

Evaluate the performance of General Insurance Corporation in India.

Seat No.	
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**B.Com. (Semester - VI) (New) (CBCS) Examination: March/April-2023
Advanced Statistics (Paper - IV) (19405618)**

Day & Date: Saturday, 01-07-2023
Time: 03:00 PM To 05:00 PM

Max. Marks: 40

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

Q.1 A) Choose the correct alternative and rewrite the sentences. 08

- 1) A mixed strategy game can be solved by _____.
 - a) algebraic method
 - b) matrix method
 - c) graphical method
 - d) all of the above
- 2) If the players select the same strategy each time, then it referred as _____.
 - a) pure strategy
 - b) mixed strategy
 - c) both (a) and (b)
 - d) none of these
- 3) Which of the following criteria is not applicable to decision making under risk?
 - a) Maximize expected return
 - b) Maximize return
 - c) Minimize expect regret
 - d) knowledge of likelihood occurrence of each state of nature
- 4) Decision theory is concerned with _____.
 - a) methods of arriving at
 - b) selecting optimal decision in sequential manner optimal decision
 - c) analysis of information that is available
 - d) all the above
- 5) Which of the following criterion is not used for decision-making under uncertainty?
 - a) maximin
 - b) maximax
 - c) minimax
 - d) minimize expected loss
- 6) In critical path analysis, the word CPM mean _____.
 - a) Critical Path Method
 - b) Crash Project Management
 - c) Critical Project Management
 - d) Critical Path Management

- 7) While assigning random numbers in Monte Carlo simulation, it is _____.
 a) not necessary to assign the exact range of random number interval as the probability
 b) necessary to develop a cumulative probability distribution
 c) necessary to assign the particular appropriate random numbers
 d) all of the above
- 8) The purpose of using simulation technique is to _____.
 a) simulate a real world situation
 b) understand properties and operating characteristics of complex real-life problems
 c) reduce the cost of experiment on a model of real situation
 d) all of the above

B) Explain the following concepts 04

- 1) Explain minimax principle.
- 2) Explain disadvantages of simulation study.

Q.2 Write a Short Note (Any Two) 06

- a) Explain Laplace criteria in decision theory.
- b) A period schedule has the following activities and time (in hours) of completion of each activity is as follows.

Activity	1-2	2-3	2-4	1-4	4-5	5-6	3-6	2-6
Time (in Hours)	5	8	6	4	4	5	3	1

Draw the network diagram.

- c) Explain rules of dominance.

Q.3 Explain the rule of dominance in game theory. Solve the following game graphically. 10

$$\begin{bmatrix} 4 & 5 & 15 \\ 9 & 6 & 3 \end{bmatrix}$$

Q.4 Answer the following (Any One) 12

- a) Explain Monte Carlo simulation method.
- b) Give a decision making under risk EMV criteria.

- ब) खालील संकल्पना स्पष्ट करा. 04
1) बाजारपेठ.
2) पर्यटन.
- प्र.2 थोडक्यात उत्तरे लिहा. (कोणतेही दोन) 06
अ) पर्यटनाचे महत्व स्पष्ट करा.
ब) बाजारपेठेची रचना स्पष्ट करा.
क) विपणन भूगोलाचे महत्व स्पष्ट करा.
- प्र.3 खालील प्रश्नाचे थोडक्यात उत्तर लिहा. 10
विपणन भूगोलाचे स्वरूप व व्याप्ती स्पष्ट करा.
- प्र.4 खालीलपैकी कोणत्याही एका प्रश्नाचे उत्तर लिहा. 12
अ) बाजारपेठेच्या रचनेवर परिणाम करणारे भौगोलिक घटक स्पष्ट करा.
ब) भारतातील रेल्वे विषयी माहिती स्पष्ट करा.

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B.Com. (Semester - II) (New) (CBCS) Examination: March/April-2023
ECONOMIC COMMERCIAL GEOGRAPHY
Marketing Geography (BCOM0212)

Day & Date: Saturday, 22-07-2023
 Time: 12:00 PM To 02:00 PM

Max. Marks: 40

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

Q.1 A) Rewrite the following sentences by choosing appropriate words. 08

- 1) Marketing geography is a branch of _____ Geography.
 - a) Economic
 - b) Political
 - c) Cultural
 - d) Commercial
- 2) Market area is a _____ components of the marketing geography.
 - a) Primary
 - b) Secondary
 - c) Tertiary
 - d) Forth
- 3) The word market is derived from the _____ word mercatus.
 - a) Germany
 - b) Latin
 - c) Arabic
 - d) Hindi
- 4) In _____ market the buyers and sellers are limited.
 - a) Local Markets
 - b) Regional Market
 - c) National Market
 - d) International Market
- 5) There are _____ kinds of mode of transportation.
 - a) 3
 - b) 4
 - c) 5
 - d) 6
- 6) _____ is a longest rail route in the world.
 - a) Trans – Siberian
 - b) Union pacific
 - c) Canadian national
 - d) Asian pacific
- 7) Shimla tourist place is famous for _____.
 - a) Hot place
 - b) Desert place
 - c) Cold place
 - d) None of these
- 8) _____ is a characteristic of market.
 - a) Buyer
 - b) Sellers
 - c) Sell
 - d) Buyers and Sellers

B) Explain the following concepts. 04

- 1) Explain the concept of Market
- 2) Define the concept of Tourism

Q.2 Write short note/Short answer/Short problem (any two) 06

- a) Importance of tourism
- b) Structure of market
- c) Significance of Marketing Geography

- Q.3 Answer the following question.** **10**
Explain the nature and scope of Marketing Geography
- Q.4 Answer the following questions (Any one)** **12**
a) Explain the different Geographical factors affecting Market system.
b) Explain the rail transportation of India