(a) Why partnership deed is required in partnership?

(b) Advantages of maintaining partnership agreement prepared.

(c) Partnershipfirm is a company?

(d) Explain purchase consideration in case of sale of partnership.

(e) What is the route of fixed capital according to the given information?

Note: Answer all the questions. No. 1 is compulsory and answer to each part of question.

[Addition marks: 80]

Paper - BC-2001

ADVANCED FINANCIAL ACCOUNTING

BCE/X-16

P.0.

The journal entry for Goodwill,

The partners revalued the land at $50,000 and A, B and C decided to share the profit as per their respective capital.

A, B, C and D were partners in a firm sharing profits.

28.8.000 000.000 000.08 000.000.000 000.000.000.000

7.000 2.000 2.000 2.000

28.8.000 4.000.000 2.000.000 2.000.000 2.000.000

G. BCE/16
on 1st April 2008, Rain Ltd purchased from Delhi Motors

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock at invoice price on 31st March 2007</td>
<td>8,800</td>
</tr>
<tr>
<td>Remittance to Head Office</td>
<td>60,000</td>
</tr>
<tr>
<td>Expenses on purchase</td>
<td>5,000</td>
</tr>
<tr>
<td>Cash received from discounts</td>
<td>46,000</td>
</tr>
<tr>
<td>Cheque</td>
<td>73,000</td>
</tr>
<tr>
<td>Cash</td>
<td>23,000</td>
</tr>
</tbody>
</table>

Sales:
- Goods received from Head Office (Invoice price): 66,000
- Discounts on 1st April 2006: 5,000
- Stock at invoice price on 1st April 2006: 6,000

Stock at closing on 31 March 2007: 31,000

3. Balance Sheet

4. Profit and Loss Account

5. Goods in Transit

6. Goods in Branch Account

7. Exchange Suspense Account
(1) goodwill of the firm is valued at £7,000.
(2) £5,000 should be treated as his capital.

The new profit-sharing ratio will be 4:1 between A, B, and C respectively.

<table>
<thead>
<tr>
<th>£000</th>
<th>£000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td>7,000</td>
</tr>
<tr>
<td>Investment</td>
<td>5,000</td>
</tr>
<tr>
<td>Stock</td>
<td>3,000</td>
</tr>
<tr>
<td>Less: Provision 1,500</td>
<td>0</td>
</tr>
<tr>
<td>3,500</td>
<td>5,000</td>
</tr>
<tr>
<td>£5,000</td>
<td>£5,000</td>
</tr>
<tr>
<td>£7,500</td>
<td>£12,000</td>
</tr>
</tbody>
</table>

Balance Sheet

The debtors are as follows:

\[
\begin{array}{ccc}
 \text{£} & \text{£} \\
 \text{A} & \text{B} & \text{C} \\
 2,000 & 2,000 & 2,000 \\
 2,000 & 2,000 & 2,000 \\
 2,000 & 2,000 & 2,000 \\
 \end{array}
\]

8. Show the necessary ledger accounts in the books of Rain Ltd.

August 2010

- £15,000 received the balance of £2,000 on 31st November
- £6,000 paid during renovation expenses

Balance Sheet

These entries appear in the amounts due to Rain Ltd. on drainings.

Beaver has a car with the purchase amount the value of other cars with their worth. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method. Rain Ltd. could not use the instrument due to a common method.
Partners was as under:

Expenses of realization amounted to £3,000. The position of
ar 2% discount and outstanding expenses were paid in full.
The assets realised £39,800. Stock creditors were settled.
The firm is dissolved on this date to the insolvency of P and Q.

<table>
<thead>
<tr>
<th>12,200</th>
<th>12,200</th>
</tr>
</thead>
<tbody>
<tr>
<td>40,000</td>
<td>0</td>
</tr>
<tr>
<td>25,000</td>
<td>0</td>
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</tbody>
</table>

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
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<tbody>
<tr>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
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</tbody>
</table>

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>£10,000</td>
<td>0</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>£5,000</td>
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<tr>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>£5,000</td>
<td>0</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

Balance Sheet:

Balance Sheet of the new firm.

A & B will draw £6,000 in cash.

Also be made

Provision for discount and 2% should be £50 on debtors.

Stock to be reduced by 10%.

In the profit sharing ratio of £8,000 of investment were to be taken over by A and B.
(b) When is the relationship between Marginal Propensity to

Income?

(a) What do you mean by real flow and monetary flow of

Income?

I. Answer each of the following short-type questions should not exceed one page:

15 marks each.

Note: Attempt five questions in all. Question No. 1 is

Time allowed: 3 hours

Maximum marks: 80

PAPER-BC-202

MACROECONOMICS

BCE / M-16

12002

Primed Pages: 3

Roll No. ........................
7. Describe the main features of Keynesian Theory of Employment.

6. What is meant by Monetary Policy? Describe the main instruments of monetary policy.

5. What is inflation? Describe the main causes of inflation.

4. What do you mean by Consumption Function? Describe the relationship between consumption and disposable income in an economy.

3. Define National Income. Discuss the value added approach of calculating national income.

2. What is Micro Economics? Describe the importance of micro-economics.

1. Define a Business Cycle. Describe various phases of a business cycle.
3. Explain the relationship of business environment and consumer behavior to economic planning in India. Discuss the achievements and failures of economic planning in India. What is the role of external factors in economic planning?

4. The main objectives of economic planning according to the Indian government are: I. Maximum economic growth; II. Minimum inflation; III. Minimum unemployment. Discuss how these objectives are achieved through economic planning.

5. Critically evaluate the success of economic planning in India in terms of growth, inflation, and unemployment.

6. What is the role of economic planning in the Indian economy?

7. Discuss the benefits and limitations of economic planning in India.

8. What is the role of economic planning in achieving economic growth?

9. What are the main objectives of economic planning in India?
I. Short answer questions:

1. What is Socialization?

2. What do you understand by Analytical Studies?

3. What is Halo Effect?

Explain Major Determinants of Personality

Behaviour

Write note on Human Relations and Organizational

Maximum marks: 80

TIME ALLOWED: 3 hours

PAPER: BC-204

ORGANISATIONAL BEHAVIOUR

BCF/ M-16

Prime Paper: 3

ROLL NO.

12004
5. What is stress management? What are the symptoms of stress?

6. Explain the techniques of relaxation.

7. Write a detailed note on Transactional Analysis.

8. Explain the meaning and components of group dynamics.

9. Define organizational culture. Explain the roles of culture in an organization.

10. Define personality. Explain the various theories of personality.

11. Discuss the role of employee training in the development of Scientific Management.
(c) Find the local maximum and local minimum values of the function:

\[ f(x) = 2x^3 - 15x^2 - 36x + 18 \]

At the end of 15 years, given \( f(1.05)^{15} = 2.080 \),

A man decides to deposit \( 2000 \) at the end of each year in a bank, which pays compound interest at the rate of 5% per annum. When will be his total accumulation at the end of 15 years, given \( f(1.05)^{15} = 2.080 \)?

(b) Given the demand function \( p = 20 - 3x \), what is the consumer surplus when \( x = 5 \)?

The consumer surplus and the amount demanded at a commodity, and the consumer surplus when \( x = 5 \).  

1. (a) Given the demand function \( p = 20 - 3x \), where \( p \) and \( x \)

Note: Attempt five questions in all. Question no. 1 is compulsory. 

Maximum marks : 80

Time allowed : 3 hours
six months for 5 years is to be calculated for 1.000
An amount of equal payments at the beginning of every
the quantity
supply function: \( p = \frac{1}{2} (x + 3) \) where \( p \) is price and \( x \) is
and \( \frac{1}{2} \frac{1 + x}{8} \) and
\( \frac{1}{2} \frac{1 + x}{8} \)

<table>
<thead>
<tr>
<th>Price</th>
<th>Demand</th>
<th>Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>32</td>
<td>40</td>
<td>II</td>
</tr>
<tr>
<td>4</td>
<td>20</td>
<td>I</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Industry</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Import to Industry</td>
<td></td>
</tr>
</tbody>
</table>
7. If a young man rides his motor cycle at 25 km/hr, he has to spend 2 paise on petrol and if he rides at a faster speed of 60 km/hr, he has to spend 5 paise on petrol. How much petrol is required for a journey of 150 km.

8. Quarterly payments of $200 are made into an account paying 5% per annum compound interest. How much amount should be set aside quarterly into this account in order to have \$1,000 after 10 years for his children's college education.

6. A person is setting up a sinking fund in order to have \$2,000 in one year and \$2,600 in three years. Find the principal and the rate percent.

5. A sum of money invested at compound interest amounts to \$5,700 after 3 years at 11% per annum. Find the amount after 5 years if the interest is compound continuously.

4. If \$5,700 is invested at 11% per annum, find the amount after

3. If the interest rate is 18% per annum compounded half yearly, how much is each payment?
40 km/hr. the petrol cost increases to ₹ 5 per km. He has ₹ 100 to spend on petrol and wishes to find what is the maximum distance he can travel within one hour. Express this as a linear programming problem and then solve it graphically.

8. Solve the following L.P.P. by Simplex method:
Maximize \( Z = 2x_1 + 4x_2 \).
Subject to the constraints:
\[
2x_1 + 3x_2 \leq 48 \\
x_1 + 3x_2 \leq 42 \\
x_1 + x_2 \leq 21 \\
x_1, x_2 \geq 0
\]

9. Find the dual and then solve the dual problem by using Simplex method:
Minimize \( Z = 2x_1 + 3x_2 \).
Subject to the constraints:
\[
x_1 + x_2 \geq 1, 10x_1 + x_2 \geq 5, x_1 + 10x_2 \geq 1 \text{ and } x_1, x_2 \geq 0.
\]
1. Define MIS, its principles, working and components.

2. Explain concepts of Information and Computer based Information System.

3. Explain MIS, its principles, working and components.

4. Explain concepts of Information and Computer based Information System.

5. Explain security concerns in E-commerce with solutions.

6. Why is Electronic Payment System? Discuss various methods and how it works.

7. Explain EDI, its components and benefits.

8. Write short note on TPS.

9. Write short note on TPS.

10. Define 2CN model.

11. Define 2CN model.

12. Write short note on EDI.

Note: Attempt any five questions. Question No. 1 is compulsory. Time allowed: 3 hours. Maximun marks: 80.
write the name of the file you are going to create. 12
what is the file type? (ii)
write a background or stylised functions in excel. (iii)
what is word art? (iv)
show methods to move and copy cells in excel. (v)
write way to open and save a file in word. (vi)

Note: Answer any five questions. Q.1 is compulsory.

maximum marks: 60

Business Data Processing and PC Software-II

Computer Applications

BCE/M-16

Page 4 of 4

Roll No. 12014
1. Explain use of speaker notes, handouts and outlines in PowerPoint.

2. Explain creation and running a slide-show using various backgrounds and slide-styles.

3. Explain use of tables in MS-Word.

4. Explain Mail Merge in detail.

5. Using Excel functions:

   a) Copy and Paste
   b) Join/Combine Strings
   c) Use of Arguments
   d) Setting up space between lines
   e) Use of Bold, Italic, 
   f) Spelling check

6. Explain creation of line-chart in Excel:

   a) What is a line chart? 
   b) Types of line charts
   c) Use of Data Validation
   d) Use of Sum and AVERAGE functions
   e) Entering Data and Labels
   f) More and Copy

7. Explain creation of and use of bar charts in Excel:

   a) Create a bar chart
   b) Modify the chart
   c) Add and remove data points
   d) Change chart type

8. Explain creation of pie-charts in Excel:

   a) What is a pie chart? 
   b) Types of pie charts
   c) Use of Data Validation
   d) Setting up space between slices
   e) Use of Bold, Italic
   f) Spelling check

9. Discuss insertion of images and clip-art in Word.

   a) How do you insert images?
   b) How do you insert clip-art?
   c) Use of margins
   d) Use of alignment
   e) Use of bold, italic, and underline
   f) Spelling check

10. Explain creation of table in Word:

    a) What is a table?
    b) Types of tables
    c) Use of Data Validation
    d) Setting up space between rows and columns
    e) Use of Bold, Italic
    f) Spelling check
1. Explain the importance and write techniques of stress therapy.

2. Explain the grammaticales.

3. Explain the microphone.

4. Explain the lipids.

5. Explain the muscles and writing materials.

6. Explain the grammaticales in detail.  
   (a) Explain the grammaticales.

7. Explain the microphone.

8. Explain the lipids.

9. Explain the muscles and writing materials.

10. Explain the importance of Health Insurance ? Difference of Health Insurance. 

11. Explain the various Insurance Plans for the real people in India.

12. Explain the various Health Insurance Plans for the real people in India.

13. Explain the various Health Insurance Plans for the real people in India.

14. Explain the various Health Insurance Plans for the real people in India.

15. Explain the various Health Insurance Plans for the real people in India.

16. Explain the various Health Insurance Plans for the real people in India.

17. Explain the various Health Insurance Plans for the real people in India.

18. Explain the various Health Insurance Plans for the real people in India.

19. Explain the various Health Insurance Plans for the real people in India.

20. Explain the various Health Insurance Plans for the real people in India.

21. Explain the various Health Insurance Plans for the real people in India.

22. Explain the various Health Insurance Plans for the real people in India.

23. Explain the various Health Insurance Plans for the real people in India.

24. Explain the various Health Insurance Plans for the real people in India.

25. Explain the various Health Insurance Plans for the real people in India.

26. Explain the various Health Insurance Plans for the real people in India.

27. Explain the various Health Insurance Plans for the real people in India.

28. Explain the various Health Insurance Plans for the real people in India.

29. Explain the various Health Insurance Plans for the real people in India.

30. Explain the various Health Insurance Plans for the real people in India.

Note: Attempt five questions in all. 0 is compulsory.

Maximum marks: 80

Time allowed: 3 hours

Paper-OJSP-BC-205
Shorthand (English) Theory

BCE / M-16

Printed Page: 1

Roll No. 

12015
15. Why is an annuity? Explain the various kinds of annuities.

15. What are the important features of life insurance policies issued by the Life Insurance Corporation of India?

15. Describe the main types of life insurance policies: S
d4=23
5=F=20

(a) Group Life Insurance
(b) Endowment Policy
(c) Term Insurance
(d) Accident Policy

15. What do you mean by insurance agent? Explain his rights and

15. What is your opinion about the marketing of insurance?

15. When do you feel the need for an insurance?

15. Explain the procedure for taking the insurance policy.

15. What are the essential qualities of an ideal insurance salesman?

15. What is the difference between whole life policy and endowment policy?
2. Define insurance and its features. What are the principles of

4x5=20

4. Explain the following:

(a) Life insurance
(b) Health insurance
(c) Social security insurance
(d) Accident insurance
(e) Crop insurance
(f) Motor insurance
(g) General insurance

1. Explain the differences between them. Explain the limitations of various insurance plans for the rural people in India.

6. What do you mean by multiple-line insurance and all line insurance?

8. Explain the various policies available for micro insurance.

9. Explain the various policies available for micro insurance.

15. Write a short note on the importance of Health Insurance.

15. Write a short note on the importance of Health Insurance.

15. Write a short note on the importance of Health Insurance.

15. Write a short note on the importance of Health Insurance.

15. Write a short note on the importance of Health Insurance.

15. Write a short note on the importance of Health Insurance.

Note: Attempt all the questions in all the question papers.

Maximum marks: 80

Time allowed: 3 hours
3. What is meant by marketing? Discuss the nature and scope of marketing communication in organizations.

2. What do you mean by communication? Explain the role of communication in organizations.

Essentials of a Good Strategy
Types of Personal Selling
Patterns of Advertising
Public Relations
Sytem Approach of Marketing

1. Write short notes on the following:

PAPER-BC (VOQ)-205
MARKETING COMMUNICATION-II
BCE/M-16

Note: Answer five questions in all. Question No. 1 is compulsory. Attempt four questions from the remaining five questions. All questions carry equal marks.

Time allowed: 3 hours

Roll No. 7

1. What is meant by marketing? Discuss the nature and scope of marketing communication in organizations.

2. What do you mean by communication? Explain the role of communication in organizations.

3. What is meant by marketing? Discuss the nature and scope of marketing communication in organizations.

4. What do you mean by communication? Explain the role of communication in organizations.

5. Explain the various methods of marketing communication.

6. Do you agree? Describe the various objectives of advertising.

7. Explain the various methods of marketing communication.

8. What do you mean by communication? Explain the role of communication in organizations.
Paper-ASPMI BC-206
ADVERTISING-II
BCE/M-16

1. What do you mean by Radio Commercials?

2. Explain any three requisites of effective ad copy.

3. When direct mail is applicable to use?

4. Where is logo placed in ad copy?

5. Where are the advantages and disadvantages of any three media?

6. What is broadcast advertising? Discuss its main features.

7. With the help of an advertisement, explain their functions and effect.

8. What do you mean by slogans? Explain main characteristics of slogans.

9. Discuss the main considerations in preparing television commercials.

10. Explain the main considerations in preparing advertisement.

Note: Question no. 1 is compulsory consisting of five short questions. Any four questions from the remaining eight questions are answerable. Maximum marks: 60

Time allowed: 3 hours

ROLL NO.
Define Amortity Interest

(b) Explain the factors affecting the valuation of shares.

(c) What are Super Profits? How can these be calculated?

I. Comparative Question (Half-Question)

Note: Attempt the questions in all the sections and submit the relevant answers.

Time: Three Hours

Paper: ECJ-16

CORPORATE ACCOUNTING (II)

12021
<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1st month Rs. 8,400</td>
<td></td>
</tr>
<tr>
<td>(Expenditure above cost)</td>
<td></td>
</tr>
<tr>
<td>Rs. 12,600</td>
<td></td>
</tr>
<tr>
<td>Cash received on sale of assets</td>
<td></td>
</tr>
<tr>
<td>Rs. 7,000</td>
<td></td>
</tr>
</tbody>
</table>

Position was as under:

- 1,14,00,000 shares fully paid of Rs. 10 each
- 2,10,000 shares partly paid of Rs. 10 each
- The normal paid up of the market value of

- 2,00,000 shares fully paid of Rs. 10 each
- 1,40,000 shares partly paid of Rs. 10 each

Under Rule 2 of the Companies

- 1,40,000 shares fully paid of Rs. 10 each
- 1,00,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 7,00,000 shares fully paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 4,00,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 2,8,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 1,68,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 2,60,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 98,200 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 72,600 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 49,200 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 30,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 20,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 10,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 4,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 2,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve

- 1,000 shares partly paid of Rs. 10 each

- Profit and Loss Account

- General Reserve
<table>
<thead>
<tr>
<th>Date</th>
<th>Bill Amount (Rs.)</th>
<th>Discount Amount</th>
<th>Balance Due</th>
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<tbody>
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<td>1/04/2002</td>
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<td></td>
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</tr>
<tr>
<td>1/04/2002</td>
<td>0</td>
<td></td>
<td>50,000</td>
</tr>
</tbody>
</table>

1. Amount received on account of insurance claim for 10 years: Rs. 55,000

2. The bank has the following discounted bills:

- 3/1/2003: 35,000 discounted at 1.4% per annum for 6 months
- 7/2/2003: 75,000 discounted at 1.4% per annum for 6 months
- 4/3/2003: 20,000 discounted at 1.4% per annum for 3 months
- 6/4/2003: 40,000 discounted at 1.4% per annum for 3 months
- 1/5/2003: 1,000 discounted at 1.4% per annum for 2 months

3. The discount on the above-mentioned discounted bills is Rs. 1,435.00.
Economy

4) Discuss the importance of agriculture in Hariana.

(b) Write a short note on role of hierarchy in Hariana.

4) Difference between Economic Growth and Economic Development.

I. Compulsory Question (atleast 20)

Note: Attempt all the questions in all Question No. 1 compulsory.

Maximum Marks: 80

Time: Three Hours

PAPER: BC-402

BUSINESS ENVIRONMENT IN HARAYANA

2022

Total Pages: 3
1. Explain the importance of small scale industries in Haryana Economy. What steps have been taken by the Government for their development?

2. What are the major achievements and failures of Economic Planning in Haryana?

3. What are the reasons behind the slow growth of agriculture?

4. Write a detailed note on HAFED.

5. When do you mean by Special Economic Zones?


7. Write a detailed note on Haryana Planning Board.

8. What do you mean by the term "Business Environment"?
I. Compulsory Question (Maximum 80)

1. Define the term Economic Order Quantity. How is it calculated? Explain giving an example.

2. What are the effects of income tax on cost of capital?

3. When difference will it make if the current price of
4. Determine the Weighted Average Cost of Capital of the company. If this been paid, divide in a constant rate of 20% per annum.

<table>
<thead>
<tr>
<th>Project 1 (%)</th>
<th>Project 2 (%)</th>
</tr>
</thead>
<tbody>
<tr>
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<tr>
<td>Total</td>
<td>Total</td>
</tr>
<tr>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

5. Explain the Walker’s model of Dividend.

6. Explain the reasons affecting the Working Capital Requirement.

4. Discuss the IMCA Approach to Capital Structure.

3. What is Over-Capitalisation? Explain its causes and objectives.

2. What is meant by Finance Function? Discuss its...
I. Compulsory Question (20 marks)

For which company registration of Articles is not necessary?

Define One man Company.

Define Limited Liability.

Write short notes on the following:

Note: Attempt two answers in all Question No. 1 is compulsory.

1. PAPER: BC-404

COMPANY LAW-I

BCWM-16

Total Marks: 80

Time: Three Hours

12024

12024/23/500/KD/360

(c) What is Single Warrant?

(d) What is Warred Capital?

(e) For which company registration of Articles is not necessary?

1. PAPER: BC-404

COMPANY LAW-I

BCWM-16

Total Marks: 80

Time: Three Hours

12024

12024/23/500/KD/360

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BCWM-16

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12024

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1. PAPER: BC-404

COMPANY LAW-I

BCWM-16

Total Marks: 80

Time: Three Hours

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1. PAPER: BC-404

COMPANY LAW-I

BCWM-16

Total Marks: 80

Time: Three Hours

12024

12024/23/500/KD/360

(c) What is Single Warrant?

(d) What is Warred Capital?

(e) For which company registration of Articles is not necessary?

1. PAPER: BC-404

COMPANY LAW-I

BCWM-16

Total Marks: 80

Time: Three Hours

12024

12024/23/500/KD/360

(c) What is Single Warrant?

(d) What is Warred Capital?

(e) For which company registration of Articles is not necessary?
7. What is the method of issuing Debentures. Where are the
remedies available to Debenture Holders?

8. Define Shares Warrant and state his concerns. Where are the
provisions of Articles relating to Share Warrant?

9. Discuss the method of issuing Debentures. What are the
remedies available to the Debenture Holders?
(15) 79.86

(i) 1998.

(12) A oil of Subpoena and Bill of Entry.

(iii) Constructive total loss.

(12) Classification of Motor Vehcles.

Exam the following:

1. Compulsory Question (3 marks)

Note: Question No. 1 is compulsory. Attempt any four questions

Time: Three Hours

Maximum Marks: 80

Paper: BC-406

(Fundamentals of Insurance)

COMMERCIAL

BCM/M-16

12026
6. What is Indemnity in Marine Insurance? Explain the provisions related to measure of Indemnity.

5. What do you mean by Pile Insurance? Explain the various principles of insurance in detail.

4. Write a detailed note on Claim settlement under Life Insurance.

3. What are the parties of Life Insurance Contract? Explain their rights and duties.

2. What do you mean by Insurance? State the importance of Insurance.

1. Write a detailed note on Corporate agents.

9. Explain the various policy conditions. Also provide the types of Marine insurance policies and their conditions.

8. Write a detailed note on Package Policy.

7. What do you mean by Marine Insurance? State the
I. Conceptual Question (Objective type)

Note: Answer the questions in all Question No. 1 is compulsory

Time: Three Hours

Maximum Marks: 80

Group - III (HRM)
Paper: RC411

HUMAN RESOURCE DEVELOPMENT

12031

ROLL NO.

Total Pages: 3
SECTION-A (Written)

I. (1) Computer Question (Writing)

SECTION-A (Written)

Note: Attempt the questions in all sections. Any questions not attempted will not be credited.

Maximum Marks: 60

Time: Three Hours

Paper: BC-405

Total Pages: 4
SECTION B

12. What is DTP? Explain them in detail.

11. What are the different templates of PageMaker in detail?

10. Why are the different templates of PageMaker in detail?

9. What is Style Pallette? Explain Style Pallette in detail with example.


7. What is Style Pallette? Explain Style Pallette in detail with example.

6. What are the different templates of PageMaker? Explain each of them in detail.

5. (i) How to insert text and graphics in PageMaker?

4. Difference between MS-Word and Open-Office Writer.

3. What do you understand by Text Formatting and Word Formatting? Explain all requirements for DTP. Explain them in detail.

2. What is DTP? What are the Hardware and Software

1. Difference between MS-Word and Open-Office Writer. Explain them in detail.

10. What are the different templates of PageMaker? Explain each of them in detail.

9. What is Style Pallette? Explain Style Pallette in detail with example.


7. What is Style Pallette? Explain Style Pallette in detail with example.

6. What are the different templates of PageMaker? Explain each of them in detail.

5. (i) How to insert text and graphics in PageMaker?
(a) Define Domain

(b) Define Check Constraint

(c) What is Cursor?

(d) Which SQL procedure is supported by Oracle?

(e) Which SQL procedure is not supported by Oracle?

(f) Why is Candidate Key not a primary key?

(g) Give example:

Define Database Link

I. Compulsory Question (6 marks each)

Note: Attempt five questions in all. Question No. 1 is compulsory.

Maximum Marks: 60

Time: Three Hours

Paper: BC-406

Fundamentals of Database System-II

12039

BCWM-16
(a) Write down queries in SQL for getting following information: Department name and total number of employees in each department that can more than average salary (ii) Employees getting more salary than their supervisor.

Information: Write down queries in SQL for getting following:

\[ \text{DEPT (dept_id, dept_name)} \]

\[ \text{EMP (emp_no, name, salary, supervisor_no, sex, code)} \]

9. Consider the following table:

<table>
<thead>
<tr>
<th>Department</th>
<th>Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT</td>
<td>12</td>
</tr>
</tbody>
</table>

10. Explain different types of queries that occur in Oracle

Oracle 12c

11. Why stored procedures are called executable code?

Oracle 12c

12. Describe the architecture of Oracle Database Administrator.

Oracle 12c

13. Explain how a type works with suitable examples. 12

Oracle 12c

14. Describe with examples for basic relational operations that can be performed on a relational database.

Oracle 12c

15. Explain different types of queries that occur in Oracle.
I. Compulsory Question (40 Marks)

Note: Question No. 1 is compulsory. Attempt four questions more from remaining eight questions. All questions carry equal marks.

Maximum Marks: 60

Time: Three Hours

Paper: BEC(COE)-403
Office Practice and Communication (Part-A) Theory
Office Management and Secretarial Practice

B.COM/M.COM 16

Roll No.

Total Pages: 3
1. What is a specimen of Interview Letter? Give a specimen of Interview Letter.

2. Describe the meaning and importance of Mail.

3. State the procedure of sorting mail on table and in racks in main room.

4. What is the importance of time and date stamps and addressing machine in Mail Services? Explain.

5. Explain the procedure of marking and distributing the inward mail in post-office.


7. What is Office correspondence? Explain how correspondence of correspondence is better than intercourse.

8. Draw the form of structure of business letter and discuss various rules related with its different parts.
1. Compulsory Question

Carry equal marks.答 all questions. All questions will be compulsory and attempt any four.

Maximum Marks : 60

Time : Three Hours

Paper : BC-406
Part- A (Theory)

SHORTHAND ENGLISH

1941

BEWM-16

Total Pages : 2
Roll No. : 2

<table>
<thead>
<tr>
<th>1.</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Explain all the options of writing ‘H’ in shorthand with suitable examples.</td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>What is doubling principle? How is it useful in shorthand?</td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td>Give examples in support of your answer.</td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>Draw the outline of the following :</td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td>Make following grammalogues :</td>
<td></td>
</tr>
<tr>
<td>9.</td>
<td>Draw the outline of the following :</td>
<td></td>
</tr>
</tbody>
</table>

(c) Examples of use of Downward R and Downward L,

- (v) Two Prefixes of Prefixes
- (vii) Rule for Medial L
- (i) Rule for Down Ward R
- (ii) Rule for Down Ward S
- (iii) Conditions of Down Ward R
- (iv) Conditions of Down Ward S
- (v) Doubler
- (vi) Publisher
- (vii) Directory
- (viii) Republic
- (ix) Orangery
- (x) Regular
- (xi) Electivity
- (xii) Difficult
- (xiii) Republic
- (xiv) Publisher
- (xv) Directory
- (xvi) Doubler
- (xvii) Publisher
- (xviii) Directory
- (xix) Republic
- (xx) Publisher
- (xxi) Directory
- (xxii) Doubler
- (xxiii) Publisher
- (xxiv) Directory
- (xxv) Republic
- (xxvi) Publisher
- (xxvii) Directory
- (xxviii) Doubler
- (xxix) Publisher
- (xxx) Directory
- (xxxi) Doubler
- (xxxii) Publisher
- (xxxiii) Directory
- (xxxiv) Doubler
- (xxxv) Publisher
- (xxxvi) Directory
- (xxxvii) Doubler
- (xxxviii) Publisher
- (xxxix) Directory
- (xl) Doubler
- (xli) Publisher
- (xlii) Directory
- (xliii) Doubler
- (xiv) Publisher
- (xv) Directory
- (xvi) Doubler
- (xvii) Publisher
- (xviii) Directory
- (xix) Doubler
- (xx) Publisher
- (xxi) Directory
- (xxii) Doubler
- (xxiii) Publisher
- (xxiv) Directory
- (xxv) Doubler
- (xxvi) Publisher
- (xxvii) Directory
- (xxviii) Doubler
- (xxix) Publisher
- (xxx) Directory
- (xxxi) Doubler
- (xxxii) Publisher
- (xx...
1. Compulsory Question (Mandatory, 20 marks)

(c) Salvage loss

(d) Average loss and General Average loss

(e) Implied warranties

(f) Label Chinese

(g) Strike loss

Explain the following terms in reference to Marine Insurance:

Time: Three Hours

Maximum Marks: 80

Pre Paper: BC-405

MARINE INSURANCE

BCM/M-16

Total Pages: 4
1. Explain the insurance classes pertaining to Hull, Cargo and
Reinsurance clauses and Memorandum clause.

2. Discuss the reasons of these policies

3. What are the various kinds of Marine Insurance Policies?

4. Discuss how are the Insurable Interest. Is most Good Faith
Insurance also brings out the owner and growth of Marine
Insurance. Also bring out the owner and growth of Marine

5. Write short notes on the following:

(a) Container vessels.
(b) Frozen vessels.
(c) Reconversion Insurance.
(d) Open Policy and Open Cover.

6. A Marine Insurer is liable to indemnity an insured in respect

7. Discuss the procedure of settlement of claim in Marine
Insurance.

8. How is the extent of liability determined by the Insurer. Also
Discuss the various classes of losses which can be insured.

9. Comment on this statement highlighting the various types of
COMMENT ON THIS STATEMENT HIGHLIGHTING THE VARIOUS TYPES OF
Write short notes on the following:

I. Compulsory Question (10 marks)

Note: All questions carry equal marks.

Time: Three Hours

Paper: BC-406

Insurance, Finance and Legislation-II

12043

BCOM-M-16

Roll No. 3

Total Pages: 3

15

7. Discuss the main functions of General Insurance Corporation of India.

15

6. State the constitution and functions of the L.I.C. as described in L.I.C. Act, 1956.

15

5. In what circumstances may the registration certificate of an insurance company be cancelled? What are the rules relating to deposits?

15

4. What are the basic principles of surplus and reserve? Explain.

15


15

2. Explain the special forms of surplus.
I. Compulsory Question (Answer any 4 out of 5)

1. A file contains 5000 rows of data. Each row contains 10 columns. How many columns are there in the file? 50
2. If the file contains 5000 rows and 10 columns, how many cells are there in total? 50000
3. How many characters are there in the file? 500000
4. How many bytes are there in the file? 4000000
5. How many kilobytes are there in the file? 4000

Note: Attempt all questions in all question No. 1 compulsory.

Time: Three Hours

Paper: ASQM (BC-405)

BCM/M-16

1204

Total Pages: 3

Roll No. ........................................
2. Explain the organizational structure and functions of advertising department.

3. What is meant by measuring the effectiveness of advertising?

4. Discuss the advertising agencies, consumers, their role in advertising agencies for clients. Explain the different types of advertising agencies.

5. Discuss the different types of advertising agencies.

6. What do you mean by channel-agency relationships? Explain.

7. Why is it important to measure advertising effectiveness?

8. Explain the various methods for evaluating the effectiveness of advertising.

9. What is the organization of an agency on departmental basis and group?

(3.6) functions of advertising agencies. Explain the organization of an agency on departmental basis and group.

(15) are concerned for their services.

(10) advertising in India. Discuss and comment on the existing legal provisions for controlling deceptive and misleading advertisements.

(5.1) deceptive and misleading advertisements is harmful for evaluation of advertising effectiveness.

(3.6) the factors affecting channel-agency relationships.

(5.1) the concept of external agencies relationships.
2. What are the qualities of an effective sales person? Explain.

3. What are the major problems of selling in modern age? Explain.

4. What is the importance and role of sales report? Write short notes on the following:
   (a) Sales Report
   (b) Periodical report
   (c) Monthly report
   (d) Quarterly report
   (e) Tour Diary
   (f) Responsibility of Salesman
   (g) Distribution Network
   (h) Kinds of consumer services

5. What are the main factors affecting the sales in a modern setting?


7. Explain the relationship between personal selling and salesmanship.

8. What is sales report? Why are its different components important?

9. What is the role of distribution network in modern selling and why is it necessary?

I. Compulsory Question (100 marks)

II. Question Paper ASPIA-BC-406

PERSONAL SELLING AND SALESMAHSHIP-II

12045
B.COM-16

TOTAL PAGES: 2

ROLL NO.
I. Compulsory Question (Answer Any 4)

All questions carry equal marks.

Note: Attempt all questions in all Question No. I is compulsory.

Time: Three Hours

Paper: BC-401

BUSINESS REGULATORY FRAMEWORK-II

BCWM-16

2046

Total Pages: 3
6. Explain the essentials and kinds of Valid endorsement.

5. What is Crossing of Cheque? Who may cross a Cheque?

4. Explain the doctrine of „Caveat Emptor“ in respect of Sale.

3. Explain the term Deliver, and state the risks and duties of buyer remembering delivery.

2. What is Contract of Sale? Give its main characteristics.

1. Explain the provisions of FEMA regarding appeals to Special Director.

8. Explain the composition of redress machinery.

7. the order of redress machinery.

6. Discuss and state the provisions regarding enforcement of disputes and claims.
1. Explain briefly:
   साधित रूप में बताइएः
   (a) Intrinsic value of shares.
       अंशों का आंतरिक मूल्य।
   (b) Pre-acquisition and Post-acquisition Profits.
       क्रय के पूर्व एवं क्रय के पश्चात लाभ।
   (c) Preferential creditors.
       पूर्वस्थितकारी लेनदार।
   (d) Rebate on Bill discounted.
       बिल दाखिल होते से थोड़ी घटाव।
   (e) Life Insurance and General Insurance.
       जीवन बीमा व सामान्य बीमा।
   (f) Minority Interest.
       अल्पसंख्यक हित।
1. The normal rate of interest is 12%.

2. The book value of goodwill according to capitalisation is £2,800 each year.

3. Loss made in the last 5 years is £2,280.

4. Provision for doubtful debts 60,700

5. Provision for Stock 1,420

6. Provision for Insurance 1,700

7. £10 each fully paid

8. The Balance Sheet of Real Ltd. discloses the following:

<table>
<thead>
<tr>
<th>Amount</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Purchase of Real Ltd. (in £) 2,000,000</td>
<td></td>
</tr>
<tr>
<td>Plan</td>
<td></td>
</tr>
<tr>
<td>Bank Balance 11,300</td>
<td></td>
</tr>
<tr>
<td>Bills Payable 6,600</td>
<td></td>
</tr>
<tr>
<td>Reserve 3,220</td>
<td></td>
</tr>
<tr>
<td>Stock 50,000</td>
<td></td>
</tr>
<tr>
<td>Bills Payable 6,600</td>
<td></td>
</tr>
<tr>
<td>Reserve 3,220</td>
<td></td>
</tr>
<tr>
<td>Stock 50,000</td>
<td></td>
</tr>
<tr>
<td>Reserve 3,220</td>
<td></td>
</tr>
</tbody>
</table>


   2. Under what circumstances valuation of goodwill is required?
<table>
<thead>
<tr>
<th>Amount</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>18,00,000</td>
<td>1,00,000</td>
</tr>
<tr>
<td>1,20,000</td>
<td>0</td>
</tr>
<tr>
<td>2,80,000</td>
<td>0</td>
</tr>
<tr>
<td>6,20,000</td>
<td>0</td>
</tr>
<tr>
<td>2,00,000</td>
<td>0</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>1,45,000</td>
<td>0</td>
</tr>
<tr>
<td>8,00,000</td>
<td>0</td>
</tr>
</tbody>
</table>

**Particulars**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>18,00,000</td>
<td>1,00,000</td>
</tr>
<tr>
<td>1,20,000</td>
<td>0</td>
</tr>
<tr>
<td>2,80,000</td>
<td>0</td>
</tr>
<tr>
<td>6,20,000</td>
<td>0</td>
</tr>
<tr>
<td>2,00,000</td>
<td>0</td>
</tr>
<tr>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>1,45,000</td>
<td>0</td>
</tr>
<tr>
<td>8,00,000</td>
<td>0</td>
</tr>
</tbody>
</table>

**Notes**

1. Equity and Liabilities
2. Non-current Liabilities
3. Creditors and Deposits
4. Reserve and Surplus
5. Non-current Assets
6. Current Assets
7. Cost of Goods Sold
8. Shares and Debentures
9. Other Information
10. Current Provision
11. Short-term Provision
12. Taxation Provision
13. Rate of Interest
14. Market Value of 1/4th of the Fixed Assets is 30% above
15. Other Information

**Summary**

- Total Amount: 18,00,000
- Short-term Provision: 1,00,000
- Current Liabilities: 2,80,000
- Non-current Liabilities: 6,20,000
- Equity and Surplus: 1,45,000
- Fixed Assets: 8,00,000
- Other Information: 0
5. What do you mean by Consolidated financial statements?

6. Junega Ltd went into voluntary liquidation on 31st March, 2004. Final Balance Sheet is as follows:

1. Share capital
   - 10,000 Shares of $1 each, fully paid

2. Profit and Loss A/c for the last three years were

3. Profits of the company for the last three years were

4. The value of shares by net asset method and by
   - 25% Shareholders 

5. The company is now in the hands of a holding company having one subsidiary company.

6. When do you mean by Consolidated financial statements?
7. Give specimen of Bank's Balance Sheet with Schedules.

The assets were realised as follows:

- Land and building: 8,000,000
- Machinery and Plant: 18,750,000
- Stocks: 3,000,000
- sundry debtors: 4,025,000
- sundry creditors: 2,250,000
- Cash at bank: 8,53,750
- sundry debtors: 2,250,000
- sundry creditors: 2,73,500

Expenses of liquidation amounted to 6,000,000

Sundry debtors: 15,000,000

Stock: 4,50,000

Plant: 2,50,000

7,50,000
<table>
<thead>
<tr>
<th>Premium Recoveries</th>
<th>11.20.000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legal Expenses</td>
<td>2.80.000</td>
</tr>
<tr>
<td>On 31st March 2010</td>
<td>000.000</td>
</tr>
</tbody>
</table>

000.000

Estimated Liability in respect of outstanding claim

<table>
<thead>
<tr>
<th>Claim Paid</th>
</tr>
</thead>
<tbody>
<tr>
<td>6.40.000</td>
</tr>
</tbody>
</table>

Additional Reserve on 31st March 2009

<table>
<thead>
<tr>
<th>Reserve for unexpired risk on 31st March 2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.00.000</td>
</tr>
</tbody>
</table>

8. On 31st March, 2010, the books of General Insurance Company Ltd. continued the following particulars in respect of the Insurance Business:
1. Compulsory Questions (8 marks)

I.

Note: All questions carry equal marks.

Time: Three Hours

Paper: BC-403

AUDITING

12048

B.COM-I

Total Pages: 3
4.4. Explain the essentials of Systematic Internal Check. 

What is meant by Internal Check? What are its objectives? 

8. What is meant by Investigation of Accounts? Why?

7. What is the routine Chequeing? What are its advantages and disadvantages of Routine Chequeing? 

6. What is an author's report? What are its various types? Give sample also. 

5. What is meant by the term Verification of Assets? 


3. An auditor is a watch dog and not a bloodhound. 

2. What do you mean by Continuous audit? Explain its merits and demerits. Also explain the remedies for safe guarding from illegalities.
1. (a) Discuss the merits of least square for measurement of
   correlation. (2 marks)
   
   (b) What is the importance of probability? (3 marks)
   
   (c) What is the probability of getting two identical numbers?
   
   (d) What is Binomial distribution?
   
   (e) What are mutually exclusive events?
   
   (f) What is the sample standard deviation?

2. (a) A company has 500 employees. The mean salary is Rs. 6000 per month. The standard deviation is Rs. 1200.
   How many employees are paid more than Rs. 6000 per month?

3. (a) If the mean height of soldiers is 68.22” with a variance of 10.8”, how many soldiers in a regiment of 1000 can
   be expected to be over 6 ft tall?

   (b) The wages of 500 workers were found to be normally
   distributed with mean Rs. 2000 pm. and standard
   deviation Rs. 120. What was the lowest wages among
   the workers?
2. What are the properties of Binomial Distribution?

6. What do you know by Poisson Distribution's Difference?

7. What is the Probability that a problem will be solved.

8. What is the Probability that a company makes electric toys. The Probability that an electric toy is defective is 0.1. What is the Probability that a company will make an electric toy? (8) Binomial and Poisson Distributions.

2. What do you know by Poisson Distribution's Difference?

5. Write short notes on the following:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>79</th>
<th>96</th>
<th>63</th>
<th>69</th>
<th>83</th>
<th>111</th>
<th>80</th>
<th>80</th>
<th>2002</th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level</td>
<td>I</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>III</td>
<td></td>
<td></td>
<td>II</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Link Reliability</td>
<td>12</td>
<td>9</td>
<td>6</td>
<td>7</td>
<td>5</td>
<td>2</td>
<td>6</td>
<td>4</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

4. Calculate seasonal index by link relative method:

16. Plot a second degree parabolic trend to the following data:

3. What are the seasonal variations? Explain the various methods for measuring seasonal variations.
1. Comprehension Question (Multiple Choice)

2. Describe the following SQL commands:

3. Discuss the three-tier architecture of DBMS:

4. Explain the various types of constraints used while creating a database. Example by taking suitable example.

5. Define the following terms with suitable examples:

6. a) What is relation? What are its characteristics?

7. Discuss the major applications of ORACLE in business. 12

8. Discuss Weak and Strong entities by taking suitable example. 12

9. a) Difference between the following terms:

10. a) Transact
b) Insert
r) Retrieve
h) Database Object
i) Database Links
j) Entity
k) Data and DML
l) Break clause
m) Relational database
n) Primary key, Foreign key, Candidate key, Super key:

12. Discuss the concept of Create, Drop, and Create Constraint. 12
2. Explain the writing of headers in shorthand and note-taking with examples.

3. Explain the rules and use of conjunctions.

4. Explain the suffixes in shorthand with examples.

5. Explain the importance of interjections in shorthand with examples.

6. Practice writing the following sentences in shorthand:
   - (a) What is your name?
   - (b) When is the meeting?
   - (c) Who is he?
   - (d) Where are you going?

7. Explain the following principles in shorthand with suitable examples:
   - (a) Double Principle
   - (b) Interjections in Shorthand
   - (c) Conjunctions

8. Explain Compound Conjunctions in detail.

9. Draw the outline of the following:
   - (a) Conference
   - (b) Self-respect
   - (c) Foolish
   - (d) Conclude
   - (e) Hair
   - (f) Rainy
   - (g) Liveness
   - (h) Figure

10. Question 1: What is a medial sentence? Write a medial sentence in shorthand.

Note: Attempt five questions in all. Question No. 1 is compulsory.

Maximum Marks: 20
Time: Three Hours
(c) Approaches of evaluating advertising effectiveness.

Write a short note on Misleading Advertising.

How would you organise Advertising Department on the basis of functions?

Answer the following short answer type questions:

1. Compulsory Question (सांकेतिक प्रश्न)

Note: Attempt five questions in all Question No. 1 is Compulsory.

Time: Three Hours

Paper : BC-405
[Advertising-II]

Maximum Marks : 80

12066

BCMM-16

Total Pages : 4

ROLL NO. ..................................................

12066/150/KD/346
8. How do agencies get clients? Explain the various methods.

7. Explain the organization of an agency on a departmental basis and on the basis of group activities.

6. Give reasons for client turnover from an agency.

5. Explain the principles of effective client-agency relationships.

4. What do you understand by legal framework of advertising?

3. What do you mean by evaluating the effectiveness of advertising?

2. Write a detailed note on organizational structure and the functions of advertising department.

15 5x4=20

14 5x4=20

13 5x4=20

12 5x4=20

11 5x4=20

10 5x4=20

9 5x4=20

8 5x4=20

7 5x4=20

6 5x4=20

5 5x4=20

4 5x4=20

3 5x4=20

2 5x4=20

1 5x4=20
MANAGEMENT ACCOUNTING

BCA/A-16

12068

10. Explain the concept of management accounting and its role in decision-making.

MANAGEMENT ACCOUNTING

BCA/A-16

12068

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BCA/A-16

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BCA/A-16

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MANAGEMENT ACCOUNTING

BCA/A-16

12068

10. Explain the concept of management accounting and its role in decision-making.
15

Assume the administrative expenses are fixed for the

(i) 6,000 units

(ii) 8,000 units

Prepare a budget for the production of:

<table>
<thead>
<tr>
<th>Total Cost RS</th>
<th>15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Expenses</td>
<td>15</td>
</tr>
<tr>
<td>Direct Labour</td>
<td>15</td>
</tr>
<tr>
<td>Direct Material</td>
<td>15</td>
</tr>
<tr>
<td>Variable Expenses</td>
<td>15</td>
</tr>
<tr>
<td>Fixed Expenses (Rs 10,000)</td>
<td>15</td>
</tr>
<tr>
<td>Production</td>
<td>15</td>
</tr>
<tr>
<td>Sales</td>
<td>15</td>
</tr>
<tr>
<td>Profit</td>
<td>15</td>
</tr>
</tbody>
</table>

The expenses budget for production is prepared as follows:

\[ \text{Scope Management Expenses} = 4 \times 15 \]

\[ = 60 \]
### Question 7

On the basis of the table, describe the different modes of recovery of tax.

<table>
<thead>
<tr>
<th>Mode of Recovery</th>
<th>Amount Recovered</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Priority</td>
<td>₹0.00</td>
</tr>
<tr>
<td>2. Litigation</td>
<td>₹0.00</td>
</tr>
<tr>
<td>3. Enforcement</td>
<td>₹0.00</td>
</tr>
<tr>
<td>4. Compromise &amp; Settlement</td>
<td>₹0.00</td>
</tr>
</tbody>
</table>

### Question 8

Whit do you understand by 'priorities'? Why are priorities important?

Priorities refer to the order in which tax recovery actions are taken by the tax authorities. These are important to ensure that the most pressing tax cases are dealt with first, maintaining the smooth functioning of the tax system.

### Question 9

Describe the following concepts:

- **Assessment Year**: The assessment year refers to the financial year for which the income tax assessment is made. In India, the assessment year is the calendar year.

- **Compliance**: Compliance refers to the voluntary adherence to the laws and regulations by the taxpayer. It includes timely filing of returns, payment of taxes, and maintaining appropriate records.

- **Assessment**: The assessment process involves determining the income of a taxpayer, applying the relevant tax rates, and computing the tax liability.

- **Payment**: Payment refers to the actual transfer of money to the government as tax. It includes the primary mode of payment and any additional methods such as instalments or voluntary payments.

- **Interest**: Interest is the charge for the use of government money, typically payable on late tax payments or when tax is not paid on time.

- **Penalty**: A penalty is an additional charge levied on a taxpayer for non-compliance with tax laws or for delays in payment. It is intended to discourage non-payment and ensure compliance.

- **Surcharge**: A surcharge is an additional tax imposed on tax liability to deter tax evasion or encourage compliance.

### Question 10

What problems do you face in recovering tax liability from a company?

Recovering tax liability from a company can be challenging due to several factors, including:

- **Complexity of Corporate Structure**: Companies can have complex structures with multiple layers, making it difficult to identify the responsible party for tax liability.

- **Financial Irregularities**: Companies may engage in fraudulent activities to avoid tax payments, necessitating the use of advanced forensic accounting techniques.

- **Legal Challenges**: Litigation can be time-consuming and costly, delaying the recovery process.

- **Market Conditions**: Economic downturns can affect a company's ability to pay taxes, necessitating creative solutions to ensure compliance.

- **Regulatory Changes**: Changes in tax laws and regulations can impact a company's ability to pay taxes, requiring constant adaptation and compliance strategies.

- **Technology Issues**: Inadequate or out-of-date technology can hinder the collection of tax data and the enforcement of tax laws.

These factors highlight the need for robust tax administration practices and stringent enforcement measures to ensure effective tax recovery from companies.
The depositor is entitled to an annuity plan of [T.Y.]

deposited on 2, 3, and 4. The principal amount of $5,000, interest is to be collected

the rate of 8% per annum. The following expenditure must be incurred during the assessment year:

. The house is a 2,500 sq. ft. The house is

Besides the fixed house a house property at Kamal

(No. of shares of land) 1,100

in shares of land 1,100

which on his death, transfer of the house

proposes to sell 1,2,000. Amount paid by the deceased and his

a compensation and compensation by employer for personal

loss of car for personal purposes for him and his family

(other compensation alike).

Basic Salary = Rs. 7,000 per month

since 2010 issues the following information for the

2. Nil Ranch in India. Citizen employed in a company

NPS

NPS contribution also contributed the same amount to a pension scheme mentioned by Central Govt. His

hid the receivinig pension. He also contributed Rs. 1,000

(3-13) 1-2020
1. What do you understand by "pay as you can Scheme"?

2. What is the different mode of recovery of TDS?

3. What are the various authorities concerned in the Indian tax?

4. What is the procedure for the assessment year 2016-17? Complete total income and tax payable for the following particulars:

<table>
<thead>
<tr>
<th>Income from House Property (RCA)</th>
<th>Land</th>
<th>Business of manufacturing</th>
</tr>
</thead>
<tbody>
<tr>
<td>40,000</td>
<td>3,000</td>
<td>4,500</td>
</tr>
<tr>
<td>15</td>
<td></td>
<td>15</td>
</tr>
</tbody>
</table>

5. Why is income tax return filed by the taxpayer?

6. Tax Act in this connection explain clearly the important provisions of the income tax.

7. What do you understand by "pay as you can Scheme"?

8. Describe the different modes of recovery of TDS.
(a) Psychiatry

(e) Pune Connects

(f) compare and differentiate between stock option and exchange

(g) Bombay stock exchange

(h) stock exchange (NSE)

(i) SEBI guidelines on the public issue of securities

(j) methods of selling securities in primary markets

I. Write short notes on the following:

1. BC-604

SECURITY MARKET OPERATIONS

BC/ A - 16

12071

ROLL NO. 1

TOTAL PAGES: 1

Maximum Marks: 80

Time: Three Hours
1. Write short notes on the following:

(a) Physical distribution
(b) Standardized advertising
(c) Reckoning level of credit
(d) Test marketing
(e) International promotion mix

2. Give your answers to the following questions:

(a) 1, 2, 3, 4, 5, 6
(b) X, Y, Z, A, B, C
(c) 1, 2, 3, 4
(d) a, b, c, d
(e) 20, 40, 60
(f) 3, 6, 9, 12

Maximum Marks: 80

BCO 605
International Marketing

CONFIDENTIAL

BCO/A-16

Total Pages: 03
2. Explain the various components of international marketing.

3. When do you mean by product planning in international marketing?

4. Explain the various marketing techniques and strategies in international marketing.

5. Explain the various methods of personal selling in international marketing.

6. Explain the payment mechanism in international trade.

7. What do you mean by international advertising? How is international advertising different from domestic advertising?
1. (a) Explain fixed exchange rate and flexible exchange rate.

(b) What do you understand by forward exchange transactions?

(c) What do you mean by current account?

(d) What is the need of determining exchange rate?

2. Answer five questions from the remaining eight.

Note: Answer five questions in all. No. I is compulsory.

Maximum Marks: 80

Time: Three Hours

Finance and Taxation

BC-606 (Opt. Group-I)

FOREIGN EXCHANGE MANAGEMENT

BCA-14

Total Pages: 03

Ref. No. 03
6. Why do you mean by foreign exchange exposure?

5. Explain mini provisions of foreign exchange management.

4. Explain currency convertibility in India. Also explain its advantages and drawbacks.

3. What is exchange rate? Critically explain "purchasing power parity theory of exchange rate determination.

2. What do you understand by foreign exchange? Discuss its need and scope of foreign exchange.

4. Explain the role of RBI in the growth of developing countries.

8. Explain the main functions of international monetary fund.

9. What do you mean by special drawing rights (SDRs)?

15. Explain the benefits of SDRs to member countries.

1. Explain various types of foreign exchange exposure.

2. Explain the mean by "Currency Swap"?

5×4=20
1. What is LAN and WAN? Write short notes on the following.

2. What is WAN and what are its features? Differentiate between LAN and WAN.

3. What are the features of the OSI model? Explain its various layers with examples.


5. Write a short note on BISDN. Why is it needed? Differentiate between Smart Card and Chip Card.

6. Write a short note on ATM. Explain how microwave system can be used for communication between two distant places.

7. What is ISDN? What are the terminals and advantages of ISDN?

8. What is mean by e-business? Explain computer applications of Internet.

9. What is e-commerce? What are its elements?

10. What are the elements of Internet? Explain various applications of Internet.
Discuss the job responsibilities and duties of EF

Discuss the different between PPS and DSS with different

Distinguish between black box and white box

1. Comparative (Question: Always any four factors)

Key points for questions from remaining eight questions:
Note: If Not comparative three factors are excluded or multiple

Maximum Marks: 40
Maximum Hours: 4

SYSTEM ANALYSIS AND DESIGN
BEO/A-16
2

1. Define Open and Closed System
2. Write a system with the equations of a system
3. Write the various types of terms
4. Explain the need of System Analysis
5. Write in SDT which is the need of System Analysis
6. Write the various types
7. Write down the various types of the "\text{SDT}\" (a)
8. Write the various types of the SDT (b)
Define computer

(c) Name various types of printers.

(e) Name any four storage devices.

How can computers be helpful in business?

All questions carry equal marks.

In addition to 0, NO, attempt four more questions.

Note: Attempt five questions in all. NO is compulsory.

Time: Three Hours

Theory

BC-605

OMSP : COMPUTER APPLICATION (Part A)

I 2087

BCO/M-16

Roll No. ..............................................

Total Pages : 05
2. Explain the main features of MS-Excel. Also explain the steps and commands with the help of a suitable example.

3. Explain the main features of MS-Excel. Also explain the steps and commands with the help of a suitable example.

4. Explain the main features of MS-Excel. Also explain the steps and commands with the help of a suitable example.

1. Explain the main features of MS-Excel. Also explain the steps and commands with the help of a suitable example.

14. Explain the following DOS commands. Also tell whether the command is external or internal:

(a) Copy
(b) Diskcopy
(c) Del
(d) Chdir
(e) Cs
(f) Chdir

15. Discuss major features of each type of computer in detail.

16. Explain various types of classifications of computer along with their features.
1. Describe various printing services and commands in MS-PowerPoint.

2. Give a complete configuration of a basic computer.

3. How are PC, Laptops and Workstations used for computing?

4. What is the difference between RAM and ROM?

5. Run the command 'ls -l' in Linux. What is the output?
1. Explain and answer the following up to one page each:

[Content of the page is not legible due to the image quality.]
1. What does the following upo three pages length

2. What are the documents used in claim settlement in

3. Elaborate the procedure for processing claim settlements.

4. Explain the nature of losses and procedure of their

5. Explain the nature of losses and procedure of their

6. What are the documents used in claim settlement in

7. What do you know about the statutory control over

8. What do you know about the statutory control over

9. Which one of the following upo three pages length

10. Discuss the process of Marketing and Underwriting of

11. Discuss the process of Marketing and Underwriting of

12. Describe the insurance provisions of educational institutions.

13. Describe the insurance provisions of educational institutions.

14. Describe the insurance provisions of educational institutions.

15. Describe the insurance provisions of educational institutions.

16. Describe the insurance provisions of educational institutions.

17. Describe the insurance provisions of educational institutions.

18. Describe the insurance provisions of educational institutions.

19. Describe the insurance provisions of educational institutions.

20. Describe the insurance provisions of educational institutions.
1. Explain the following:

- [Blank]
- [Blank]
- [Blank]
- [Blank]
- [Blank]
- [Blank]
- [Blank]
- [Blank]

Note: All questions carry equal marks.

Total Marks: 16
15. Explain the insurance limits of an ideal pension plan.

16. What are the main objectives of group insurance?

17. What is the purpose of making a nomination?

18. What is nomination friendly? Why is nomination friendly?

19. What is the nomination process for an employer?

20. Discuss the various features of deposit linked insurance.
1. Compulsory Question: Explain the following:

(a) Features of good forecasting method
(b) Importance of sales territory
(c) Principles of setting sales quota
(d) Importance of sales budget
(e) Market analysis

Note: Attempt Five questions in all. Q. No. 1 is compulsory.

BC-605
ASPM : MANAGEMENT OF SALES FORCE
12090
BCQA-4.16
Roll No. 03
Total Pages: 03
2. Define sales force planning. Also describe need and importance of sales force planning.

3. Why are the uses of sales budget? How is it prepared?

4. Why is it necessary to fix sales goals? What are the difficulties which may arise in fixing sales goals?

5. Define sales territory. Explain different methods of allocating sales territories.

6. What is sales forecasting? How is it done for the total market of the product?

7. Define the concept of sales and cost analysis. Explain its methods.

8. How ethical considerations are important in sales force.


10. Define the concept of sales and cost analysis. Explain its methods.
I. Compulsory Questions

(a) Public Service Activities

(b) Marketing

(c) Advertising

(d) Publicity

(e) Sales Promotion Programs

Note: Q. No. 1 is compulsory. Attempt four more questions

Time: Three Hours

[Maximum Marks: 80]

BC-606

RELATIONS II

SALES PROMOTION AND PUBLIC ASPPM

BCO/A-16

12091
3. Explain the concept of public relation. Also explain the importance of public relation.

4. Explain in detail the various local aspects of sales promotion.

5. Discuss the planning and development of sales promotion programmes.

6. What is the relationship of public relation and publicity?

7. Write detailed notes on the following:
   - Audio-visual media
   - News
   - Handouts and leaflets
   - Press-releases

8. Write detailed notes on the following:
   - (II) Public-Relations
     - Internal
     - External
   - (II) Handouts and leaflets

9. Public relations, sales-promotion and marketing are

10. Explain the similarities of both.
The text in the image is not legible and cannot be read naturally. Therefore, it cannot be transcribed into a plain text representation.
1. Is the income shown on the return for 2000 and 1999 total $10,000?

2. What are the deductions taken in the calculation of net income for 2000?

3. Calculate the net income for the year 2000.

4. What is the amount of tax for 2000?
(a) General Reserve 0.15.000
(b) Sales Tax 8.000
(c) Income Tax 8.3.000
(d) Depreciation of assets 2.80.000 (Subtotal 69.000)
(e) Donation to Prince Albert Hospital Fund 30.000
(f) Commission to John 2.000
(g) Amount to be returned 1.000
(h) Salaries to John, Kam and Shun 2.000 each

2.000 each

(i) Interest on capital 2.000 each: Kam, Rama and Shun

In consideration of Sec. 134
16

Kam, Shun and John are partners in a firm sharing the profits and losses according to their share of the firm. The firm’s books of accounts is in accordance with the following:

(a) The profit and loss are included in the following:

- Kam: 8.000
- Shun: 2.000
- John: 10.000

(b) Kam, Shun and John agree to

- Share the profits equally
- Share the losses in the ratio of

Kam: 1/3
Shun: 1/3
John: 1/3
Commissioner (Appeals) and Appellate Tribunal under

Describe briefly the procedure of filing an appeal to the

In this regard,

Likewise important provisions are brought to your notice:

When do you understand by a? as you can see;
(a) Explain the causes of labour cost variance.
(b) What is productive control?
(c) Explain the managerial utility of control.
(d) What are the objects of transport costing?
(e) Which is normal wage rate? Explain its occurrence.
(f) Which is normal labour rate? Explain its occurrence.

**Question:**

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>46,800</td>
<td>3,800</td>
</tr>
<tr>
<td>7,200</td>
<td>8,200</td>
</tr>
<tr>
<td>39,600</td>
<td>8,000</td>
</tr>
<tr>
<td>0.000</td>
<td>0.000</td>
</tr>
</tbody>
</table>

C. Calculate appropriate material and labour variance.

Rs. 46,800

Wages paid—1800 hours @ Rs. 0.40 per hr. Rs. 7,200

Rs. 39,600

Material consumed—16500 Kgs. @ Rs. 2.40 per Kg.

Production

are as follows:

The views which have emerged from business operation.
and Balance Sheet

Prepare Commercial Account Also Prepare Work-In-Progress

Change depreciation to 10% on plant reserve

Rs. 8,000.

Netted out Rs. 15,000. Detailed at the end which was sold for Rs. 8,000. The cost of work done had
were sold for Rs. 8,000. The cost of work done had

Rs. 6,000. and work completed Rs. 3,000 were disposed of
Rs. 6,000. and work completed Rs. 3,000 were disposed of

Rs. 2,10,000 being 30% of the work completed. Material valued
Cash received upto 31st Dec. 2010 amounted to Rs.

Office Expenses

Outstanding Wages

Wages paid

Plan Issued

Material Issued from store

Material Purchased

Rs.

The following expenses on up to 31st Dec. 2010:

a contract for Rs. 5,00,000 on 1st Jan., 2010 and included

NIS Jain & Sons in a firm of Govt. Contractors. He took
16

Prepare Process Account and calculation should be made

16.000. There is no work-in-progress in any process

under Process A 19.500; Process B 18.800; Process C

Rs. 10.000. The output of each process has been as

20000 units have been issued to Process A at a cost of

<table>
<thead>
<tr>
<th>Item</th>
<th>Process A</th>
<th>Process B</th>
<th>Process C</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yarn &amp; Materials</td>
<td>1,000</td>
<td>1,000</td>
<td>1,000</td>
</tr>
<tr>
<td>Direct Labour</td>
<td>6,000</td>
<td>6,000</td>
<td>6,000</td>
</tr>
<tr>
<td>Heating Consumed</td>
<td>6,000</td>
<td>6,000</td>
<td>6,000</td>
</tr>
<tr>
<td>Rs.</td>
<td>12,000</td>
<td>12,000</td>
<td>12,000</td>
</tr>
</tbody>
</table>

Process A: Process C Process B

The following information is obtained:

The next process and the finishing units are passed from process

and that of process C at Rs. 20 per 100 units.

The output of process A and B is sold at Rs. 2 per 100 units

wastage of Process A and B is sold at Rs. 1 per 100 units

wastage of each process possesses a scrap value. The

the number of units constituting the process concerned. The

In each case the percentage of wastage is computed on

Process A 10% Process B 8% Process C 10%

In each process an average wastage is

from the past experience it is assumed that wastage is

processes to computation. They are known as A, B, and C.
5. What do you mean by Non-Inventoried Accounting System?

6. When would you have an overall profit on the incurred cost of a product or service?

8. Define the concept of a fixed and variable cost. Explain the steps for his calculation and analysis.

9. What would be the capacity of the fixed plan if the variable cost is Rs. 0.05 per unit?

10. When would you have a budgetary control plan?

Plan 1

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Cost</td>
<td>2500</td>
<td>2500</td>
</tr>
<tr>
<td>Variable Cost</td>
<td>2200</td>
<td>0.06</td>
</tr>
<tr>
<td>Total</td>
<td>4700</td>
<td>2506</td>
</tr>
</tbody>
</table>

Plan 2

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fixed Cost</td>
<td>3000</td>
<td>3000</td>
</tr>
<tr>
<td>Variable Cost</td>
<td>2200</td>
<td>0.06</td>
</tr>
<tr>
<td>Total</td>
<td>5200</td>
<td>3028</td>
</tr>
</tbody>
</table>

6. Define marginal cost. How is marginal costing useful for solving various managerial problems?
1. Calculate the market price of company’s shares under each of the following conditions:

- Company XYZ shares are currently trading at $50 per share. If the company declares a dividend of $1 per share, what will be the new market price of the shares?

2. A company has issued 10,000 shares of $1 par value common stock at $10 per share. If the company later repurchases 1,000 shares for $12 per share, how will this affect the company's stockholders' equity?

3. The following information is available in respect of a company:

- Number of shares outstanding: 20,000
- Share price: $20 per share
- Additional paid-in capital: $10,000
- Retained earnings: $50,000

Calculate the company's total equity.


Determine the effective tax rate on the cost of
capital per year of dividend.

\[
\begin{array}{c|c}
\text{Year} & \text{Cost of Capital} \\
\hline
1 & 0.000000 \\
2 & 0.000674 \\
3 & 0.001349 \\
4 & 0.002024 \\
5 & 0.002700 \\
\end{array}
\]

Determine:

1. The effective tax rate on the cost of capital per year of dividend.
2. From the following information:

\[
\begin{align*}
\text{Working Capital (Current) Loss} & = (a) \\
\text{Net Income} & = (b) \\
\text{Net Income Before Tax} & = (c)
\end{align*}
\]
6. Discuss the importance of foreign capital in the economic development of India. What are the disadvantages?

7. Discuss the main features of the Indian Export-Import policy and its objectives. How does it contribute to economic development?

8. Critically evaluate the functioning of international economic institutions.

9. Write a detailed note on (NCERT).

10. Why do you think the international environment is changing?
1. Answer the following questions in brief:

2. Market Makers
0. Eligibility criteria for stock brokers
2. Functions of SEBI
2. Who are Portfolio Consultants?
3. What is a Price Band?
3. What is Book Building?
3. Where do you mean by participation banking? Explain the

4. S.8.

5. What is an insurance company? Explain the formation of

6. Write short notes on the SEBI's Guidelines on the

1. 5.2.5

2. When are the major causes of occurrences of insolvencies?
I. Short answer question:

1. (Compulsory Question)

Note: Attempt Five questions in all. Q. No. 1 is Compulsory.

Maximum Marks: 50

Time: Three Hours

BC-605
Option A

MANAGEMENT

ADVERTISING AND SALES

BC0/M-16

Page No. 03

Total Pages: 03
1. What are the different types of sales strategies?
2. What do you mean by sales management? Explain the functions and duties of a sales manager.
3. What do you mean by advertising? Explain the various functions performed by advertising agencies.
4. Write a detailed note on legal provisions relating to advertising.
5. Write a detailed note on legal provisions relating to sales.
6. When do you understand by selection of sales-force?
7. Motivation is an essential ingredient of any sales force. Explain various stages involved in the selection of sales force.
I. (a) How is Internet based EDI different from traditional EDI?
(b) Explain the legal aspects of e-commerce.
(c) Discuss the potential of e-commerce in India.
(d) Who are the participants in a secure electronic transaction?
(e) Name a few e-commerce business models in India and explain any one in brief.
(f) What is cyber crime?

EDV

II. (a) Explain the legal aspects of e-commerce.

Note: Attempt Five questions in all. Q. No. 1 is compulsory.

Maximum Marks: 80

Time: Three Hours
6. What are various Internet security issues in e-commerce?

5. What is EDI? Discuss various issues related to EDI.

4. What do you mean by cyber laws? Explain the features of

3. Explain various architectural models of B2B-Commerce.

2. What do you understand by B2B? Discuss various

1. Discuss various ways to set up the Internet connection along
1. Explain the following in brief:

(a) Voluntary Retirement Scheme
(b) Leave Travel Concession
(c) Group Insurance
(d) Statutory Provident Fund
(e) Recognised Provident Fund

2. Answer five questions in all. Q.No. 1 is compulsory.

**Note:** All questions carry equal marks.

*Maximum Marks: 80*

**BC-606(VOC)**

**BENEFIT SCHEME II**

**GROUP INSURANCE AND RETIREMENT**

**BCOM-16**

**12112**

**Roll No.**
8. Explain the provisions of Income Tax Act regarding the

9. Discuss its features and prospects.

7. What do you mean by death-cum-retirement allowance?

6. What are the features of Group Insurance? Describe the

5. What is mean by encashment of earned leave? What are

4. What do you mean by deposit linked insurance scheme?

3. What is mean by family pension? Explain the features

2. What do you mean by Provident Fund? What are the

1. Explain the conditions to be fulfilled for claiming the encashment

(6) Compensatory for Recruitment

(5) Compensatory Pension

(4) Commuted Pension

3.1.4.32-16
1. Compulsory Questions: Write notes on the following:

**Note:** Q. No. 1 is compulsory. Attempt Four questions from the remaining eight. All questions carry equal marks.

<table>
<thead>
<tr>
<th>Time: Three Hours</th>
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</thead>
</table>

ASPQM
BC-606
RELATIONS-II
SALES-PROMOTION AND PUBLIC
BCO/A-16

Total Marks: 80

ROLL No. ..........................
1. State the main principles of effective communication.

2. Explain the use of visual aids. From the remaining five questions, all questions carry equal marks.

Note: Q. No. 1 is compulsory. Attempt any four questions.

Maximum Marks: 80

BC-201

BUSINESS COMMUNICATION-II

OCEM:16

1247

Total Pages: 03
3. What is a good news letter? What are the various types of business letters that you feel should be used in a good news letter? Explain the term cultural variations.

4. What do you mean by business report? Explain the various steps to be taken for preparation of a report.

5. What is Clear Presentation? What are the factors affecting clear presentation?

6. What are non-verbal aspects of communication? Discuss the functions and significance of non-verbal communication.

7. What do you mean by international communication? What are the various steps involved in communicating across different cultures?
BC-202
BUSINESS MATHEMATICS-II

OBCE/M-16

12148

Total Pages: 06

Roll No.:

\[ \begin{align*}
0 & \leq 0.5z \leq 0.7z \\
2x + 2p + 3q \leq 15 \\
2x + 2z \leq 10 \\
2x + 3y + 4z \leq 12 \\
x \leq 0, \quad y \geq 0, \quad z \geq 0
\end{align*} \]

Subject to

\[ \begin{align*}
0 & \leq 0.5z \\
3x + 2y + 2z \leq 15 \\
2x + 2y + 4z \leq 12 \\
x \leq 0, \quad y \leq 0, \quad z \leq 0
\end{align*} \]

Note: Attempt five questions in all. No. 1 is compulsory.

Maximum Marks: 80

Time: Three Hours
4. A man borrows Rs. 10,000 at 10% and to pay off

7. Find the effective rate of interest 6% p.a.

8. How much amount will Rs. 1,000 put at 5% for 2 years if it is compounded continuously at the rate of 6% p.a.

5. A sum of money invested at compound interest

2. Some L.P.P. questions

1. If P is the principal, R the rate of interest, T the time in years, A the amount, and S the sum of money payable at simple interest at the end of the time period T, then

\[ A = P(1 + \frac{R}{100})^T \]

\[ S = P + \frac{PTR}{100} \]

L.P.P. Questions

1. \[ x \geq 0 \]

2. \[ x + 2y 

3. \[ x + 2y \]

4. \[ x + 2y \]

5. \[ x + 2y \]

6. \[ x + 2y \]

7. \[ x + 2y \]

8. \[ x + 2y \]
9. Compulsory Questions

(a) When sum will yield Rs. 1716 as S.I. in $\frac{7}{2}$ years at 10% p.a.

(b) Find the total amount of $Z = \sqrt{x + 2}$

(c) Find the C.I. of Rs. 8000 for 2 years at 10% per annum.

(d) Draw the graph of equation $2x + y = 6$

(e) Find the effective rate of interest of 10% p.a. payable half yearly.

(f) Solve:

\[ 0 \leq y \leq x \]
\[ 15 \leq x + y \]
\[ 0 \leq x \]
\[ 15 \leq x \]
\[ 0 \leq x + y \]
\[ 15 \leq x \]
\[ 0 \leq x + y \]
\[ 1000 + 4000 = z \]

12. Which is a better investment 12% p.a. compounded continuously or 12.2% p.a. compounded continuously for 1.5 years of Rs. 40 and Rs. 41. Find the rate and the sum.
<table>
<thead>
<tr>
<th>PLR</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>000</td>
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<td></td>
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<tr>
<td>000</td>
<td></td>
</tr>
</tbody>
</table>

- 6. Loss in transit by head office
- 5. When a purchasing company purchases partnership firm
- 4. When is Goodwill? Which form entries of Goodwill at
- 3. What are the received of John Vinnet? Share differences
- 2. What is (Constitution and Sale) What entries are passed in the books of Constitution in the connection?
- 1. When Constitution and Sale? What entries are passed in the books of Constitution in the connection?
The books of Sachi...

show machine account and Asoka Limited's account in

due to that date on the full amount owing.

showing 2,400 provided that Sachi paid 40% of the interest
immediately to take back the machine which costs 600,000

due on 31st December 2006 and Asoka Limited agreed

15% p.a. Sachi with 10% on the amount at 10% on

15% p.a. Sachi with 10% on the amount at 10% on

2,400 provided that Sachi paid 40% of the interest

made 900,000 down and remainder in three equal

Asoka Limited on hire-purchase system. The cash price from

000

6,000

2,000
<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments</td>
<td>$4,900</td>
</tr>
<tr>
<td>Land and Building</td>
<td>$13,200</td>
</tr>
<tr>
<td>Inventories</td>
<td>$1,200</td>
</tr>
<tr>
<td>Stock</td>
<td>$8,000</td>
</tr>
<tr>
<td>Capital Accounts:</td>
<td></td>
</tr>
<tr>
<td>Land: Provisions</td>
<td>$7,300</td>
</tr>
<tr>
<td>Supplies: Defects</td>
<td>$500</td>
</tr>
<tr>
<td>Investments:</td>
<td></td>
</tr>
<tr>
<td>Sundy Creditors:</td>
<td></td>
</tr>
<tr>
<td>Cash at Bank</td>
<td>$6,900</td>
</tr>
</tbody>
</table>

The Balance Sheet of A, B and C, who were sharing profits and losses in proportion of their capitals, stood as follows on the 31st December, 2004.
A) What is plagiarism? How can you avoid it?

B) Process of feedback in communication:

1. What do you mean by qualitative standards?
2. What is feedback by financial incentives?

C) With any three examples of feedback:

E) Note: Q. No. 1 is compulsory. Attempt any four questions only.

Maximum Marks: 80

BC: 20

BUSINESS MANAGEMENT 12150

TOTAL PAGES: 03
5. Explain the process of controlling. Also explain the areas in which control is exercised.

4. Describe various barriers to communication. When you suggest to overcome them.

3. Explain the concepts of Mission and Leadership.

2. Discuss the different types of leadership.

1. What is leadership? Why is there a need for leadership?
I. Answer the following short type questions:

1. What is the economic meaning of price?
2. What is the difference between price and demand?
3. What is the effect of a change in demand on price?
4. What is the effect of a change in supply on price?
5. What is the effect of a change in price on quantity demanded?
6. What is the effect of a change in price on quantity supplied?
7. What is the effect of a change in price on total revenue?
8. What is the effect of a change in price on total cost?
9. What is the effect of a change in price on profit?
10. What is the effect of a change in price on consumer surplus?

Note: Answer five questions in all. No. 1 is compulsory.

Maximum Marks: 80

Time: Three Hours

Business Economics-II

BC-205

OCE/M-16

12151

Roll No. 03

Total Pages: 03
1. Explain the following:

2. Discuss the Ricardo theory of Rent with its relevance.

3. Among the following, which is a monopoly?

4. When is monopolistic competition? How is price and output determined under the conditions of monopolistic competition?

5. When is perfect competition? Discuss the short-run and long-run contributions of a firm under perfect competition.
2. (a) Discuss the different types of digital computers.

(b) Explain the different components of a computer system.

(c) Define computer. Discuss the advantages of a computer.

I. (a) How is computer useful in commerce and industry?

II. Marks

Note: Attempt any four questions. All questions carry equal marks.

Time: Three Hours

BC-206

BASICS OF COMPUTER-II

OCEM-16

12152

ROLL NO. 03

TOTAL PAGES: 03
5. MS-Excel 8
Insert a chart/figure in MS-Excel.

6. What are the statistical functions supported by MS-Excel?

7. What do you mean by user interface? Differentiate between CUI and GUI in Windows. Explain the different steps for installation of printer.

8. (a) MS-Excel 8
(b) MS-Excel 8
(c) MS-Excel 8
(d) MS-Excel 8

9. What is the use of control panel? Discuss the different types of windows. Explain the parts of a window.

10. Define operating system. Why operating system is needed? Types of operating systems. Resource management. Differentiate between different types of software. What is their role?
Explain the concept of microprogramming.

RAM

(a) Differentiate between static RAM and dynamic.

(b) Explain the working principle of half adder.

(c) gates.

(d) Describe the operation of exclusive digital logic.

1. (a) Differentiate between fetch and fetch-end.

Note: Attempt five questions out of all. No. 1 consisting 5 marks each.

Maximum Marks: 80

Time: Three Hours

Organization

Computer Fundamentals and Logical

BC-205

Computer Application

BC-H-16

Roll No. 03
1. Explain the working of D/A converter.
2. Design and explain 4-bit asynchronous counter.
3. Draw and explain the circuit diagram for AB + AB' with only universal gates.
4. List and explain various types of addressing modes in computer system.
5. List and explain various types of instructions needed in
6. Explain the simple continuous allocation of memory with

\[
\begin{align*}
(Z + A)(\bar{Z} + A) & \quad (a) \\
(\bar{A} + B) & + C \quad (b) \\
(\bar{A} + \bar{C}) & + B \quad (c) \\
\end{align*}
\]
Discuss the following functions of electronic spreadsheet:

1. **Summation**
2. **Averages**
3. **Max**
4. **Min**
5. **Count**
6. **Round**
7. **Conditional Formatting**
8. **Data Filters**

**Worksheet:**

- **Question:** What are the steps to move text in a presentation?
- **Steps:**
  1. Select the text you want to move.
  2. Click and drag the text to the desired location.
- **Discussion:** Discuss the steps to insert rows and columns in a worksheet.

**Spreadsheet:**

- **Question:** What is the purpose of the formula bar in a spreadsheet?
- **Purpose:**
  1. Displays the formula being used.
  2. Allows for editing and modification.
- **Worksheet:**

- **Question:** What is the use of the format painter in a word processor?
- **Use:**
  1. Applies formatting to selected text.
  2. Saves time in formatting documents.
- **Discussion:** Why do you use multiple functions in a spreadsheet?

**Business Data Processing and PC Software II**

**Computer Application 12160**

**Roll No.**

**Total Pages:** 04

**Note:** All questions carry equal marks.

**Time: Three Hours**

Maximum Marks: 50
2. (a) Bullets and Numbering
(b) Sorting of text
(c) Checking the spelling

3. (a) Format of text

4. How will you perform the following in a Word Processor?

5. (a) What is the purpose of a Header in a Word Processor?

6. (a) What is the purpose of a Header in a Spreadsheet?

Example: Explain another by giving suitable

7. (a) How do you navigate within the documents in Word processor?

8. (a) How can we share the data with other applications?