1. Explain the following:

Compulsory Question (Allotted

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

Maximum Marks: 80

Time Allowed: 3 Hours

FINANCIAL ACCOUNTING-II

20611

BCF/M-22

Total Pages: 7

Roll No.
<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount (£)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Purchases on 15% of stock</td>
<td>39,000</td>
</tr>
<tr>
<td>2. Goods in Transit as on 31st March, 2012</td>
<td>33,000</td>
</tr>
<tr>
<td>3. Amount (£)</td>
<td></td>
</tr>
<tr>
<td>1. Salaries</td>
<td>22,000</td>
</tr>
<tr>
<td>2. Rent &amp; Taxes</td>
<td>12,000</td>
</tr>
<tr>
<td>3. Discount on Debits</td>
<td>1,900</td>
</tr>
<tr>
<td>4. Debits on 31st March, 2012</td>
<td>33,000</td>
</tr>
<tr>
<td>5. Debits on 1st April, 2011</td>
<td>25,000</td>
</tr>
<tr>
<td>1. Cash Sales</td>
<td>2,25,000</td>
</tr>
<tr>
<td>2. Total Sales</td>
<td>3,20,000</td>
</tr>
<tr>
<td>3. Goods returned by Branch</td>
<td>13,500</td>
</tr>
<tr>
<td>4. Goods sent to Branch during the year</td>
<td>3,40,000</td>
</tr>
</tbody>
</table>

**Particulars**

- Stock on 31st March, 2012
- Stock on 1st April, 2011
- Amount (£)
On 1st April, 2019, X, Y and Z entered business sharing profits and losses in the ratio of 3:2:1 respectively. They decided to take the following steps:

1. The amount of Goodwill was to be withdrawn by the old partners.
2. The building account was to be appreciated by 20%.
3. Investments worth £1,400 (not mentioned in Balance Sheet) were to be taken into account.
4. There was a provision of 5% to be created for doubtful debts.
5. The balance sheet was to be revised to 1st March, 2019.

The following were the balance sheet of X, Y and Z, respectively:

<table>
<thead>
<tr>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building</td>
<td>£1,750</td>
</tr>
<tr>
<td>Plant &amp; Machinery</td>
<td>£3,000</td>
</tr>
<tr>
<td>Stock</td>
<td>£2,000</td>
</tr>
<tr>
<td>Current A/c</td>
<td>£9,700</td>
</tr>
<tr>
<td>Cash</td>
<td>£1,200</td>
</tr>
<tr>
<td>Total Assets</td>
<td>£11,900</td>
</tr>
</tbody>
</table>

The following were the details of their capital:

<table>
<thead>
<tr>
<th>Partners</th>
<th>Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
<td>£6,500</td>
</tr>
<tr>
<td>Y</td>
<td>£3,000</td>
</tr>
<tr>
<td>Z</td>
<td>£2,000</td>
</tr>
<tr>
<td>Total Capital</td>
<td>£11,500</td>
</tr>
</tbody>
</table>

The following were the balances of sundry debtors and creditors:

<table>
<thead>
<tr>
<th>Debtors</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>sundry debtors</td>
<td>£1,800</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Creditors</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>sundry creditors</td>
<td>£1,200</td>
</tr>
</tbody>
</table>

X, Y and Z agreed to admit Monika into partnership on the following terms:

- Their new firm will be entitled to equal shares of profits and losses.
- Their new firm will follow the same accounting policies and methods of valuation as those of the old firm.
- Their new firm will maintain the same accounting records and keep the same books of accounts as the old firm.
- Their new firm will balance the current account of the old firm and present the final accounts for the old firm.

The following were the balances of sundry debtors and creditors of the old firm:

<table>
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<tr>
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<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
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<td>£1,800</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Creditors</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
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<td>£1,200</td>
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<tbody>
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</tr>
</thead>
<tbody>
<tr>
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<td>£1,800</td>
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</tbody>
</table>

<table>
<thead>
<tr>
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<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>sundry creditors</td>
<td>£1,200</td>
</tr>
</tbody>
</table>
interest on this capital. If he is entitled to a salary of £5,000
respective: Each partner is entitled to 8% per annum
plus £2,000 with capitals of £2,000 and £1,000,000
and V and B are partners sharing profit and losses in the

7. Explain the methods of charging interest on

8. V and B are partners sharing profit and losses in the

9. If a partner dies during the year, how will you find out

10. (a) When capitals are increasing.

11. (a) When capitals are fixed.

12. Partners Capital accounts: After charging salary of B amounted to £90,000, prepare the year prior to the calculation of interest on capital but after charging salary and after charging his commission. The profits for the year remaining after crediting interest on capitals and per annum together with a commission of 10% of the net

13. Partners Capital accounts:

14. A/C Prepare the necessary accounts to show the distribution of £1,400 that remained a balance of £1,400 in the bank and took up the debenture at 18 1/2% and Z took up the debentures at £25,000. He took 200 debentures at £25,000 and an agreed price of £25,000. X took up remaining at £25,000 and

15. As their capital which was deposited into bank. Each
26012/6/2783/9700/F

(1) How National Income in closed economy is different from that in open economy?

(2) Why are main causes of inflation?

(3) What is the meaning by Macro Economics?

(4) When do you understand by investment function?

(5) Write short notes on the following:

1. Compulsory Question (Answer 3 &)

Note: Attempt five questions in all Question No. 1 is Maximum Marks: 80

Time Allowed: 3 Hours

Paper BC-202

MACRO ECONOMICS

26012

CGBM-M-22

Total Pages: 3
1. Critically examine the simulation theory of business cycles.

2. Explain the process of acceleration. How is it different from multiple?

3. How do you understand by inflation, where are its various phases.

4. Elaborate the Demand Pull Theory of inflation in detail.

5. What do you understand by inflation? Where are its various phases.


7. After explaining the meaning of business cycles tell about the monetary measures to control business cycles.
1. Explain the factors affecting the selection of suitable distribution channels for a new product.

2. When is the importance of product life cycle in marketing?

3. What are the different stages of product life cycle of a product?

4. Explain the consumer and industrial product. When are the marketing mix in Indian conditions.

5. What is marketing mix? Discuss the forces governing the concept of marketing.

6. Explain the different strategies applied to various market

7. When is meant by product mix? Describe the different aspects of product mix and explain the factors affecting product mix of

8. Discuss step by step process of developing a new product.
Write short notes on the following:

1. Write Short Question (Arabic)

Compulsory Question (Arabic and English)

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

Time Allowed: 3 Hours

Maximum Marks: 80
6. Explain the concept of implementation of EDI and also explain various models of E-Governance. What are its features?

5. Explain the concept of implementation of EDI and also explain various models of E-Governance. What are its features?

4. What do you mean by E-Governance? What are its objectives? Explain.

3. What is MIS? What are its objectives? Explain.

2. What is E-Commerce? What are its features? Explain.

1. Explain the following:

(a) Electronic Data Interchange (EDI) (b) Electronic Financial Interchange (EFT) (c) Computer Based Information System (CBIS)
(c) Find x if the 17th and 18th terms of the expansion

\[ \binom{n}{16} = \frac{n!}{16!(n-16)!} \]

are equal.

The digits 1 to 9 are all different. What is the digit that is repeated?

(b) How many 3-digit numbers can be formed by using the

S, A, S, V, A, and S. What is their sum?

Assign the letters of the word ASSASSINATION are turned together so that all the Ss

are arranged in alphabetical order. How many ways can the letters of the word

ASSASSINATION be arranged so that all the S's

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

Maximum Marks: 80

Time allowed: 3 Hours

PAPER-BC-205

BUSINESS MATHEMATICs

26015

BCEM-22

Roll No. [ ]

Total Pages: 8
In a room so thin no two boys are together. In how many ways can 5 girls and 2 boys be seated

\[(\text{iii})\] In at least 3 girls and 1 boy?

\[(\text{ii})\] In at least one boy and one girl?

\[(\text{i})\] In no girls and 2 boys.

the room has a team of 5 members can be selected in

\[3 \text{ (a) A group consists of 7 girls and 7 boys. In how many ways can a team of 5 members can be selected if}\]

\[3 \text{ (b) Find the number of arrangements of the letters of}\]

\[3x + 2y < 6 \text{ preferably}.

\[(\text{vi})\] Components of Cost in a Factory

\[(\text{v})\] Composition of Population of India by Religion

\[(\text{iv})\] Normally normal in a year

representing the following data:

\[(\text{iii})\] A kind of ingredients are more effective in

\[
\frac{2 - x}{2 + y} \quad \text{and} \quad \frac{2x - y}{2 - x + y}
\]
1. What is the maximum profit per week?

To realize a maximum profit, the company makes a profit of $180 on each piece of model A and $200 on each piece of model B. The maximum labour hours available are 180 for each and the maximum hours for finishing are 30. Each piece of model A requires 2 hours for finishing and 3 labour hours for machining. Each piece of model B requires 1 labour hour for finishing and 2 hours for machining. A machining unit can make two models a and B.

Subject to

\[ x + 2y \leq 200 \]
\[ x + y + z \leq 100 \]
\[ x, y, z \geq 0 \]

Maximise and Maximise

\[ Z = x + 2y \]
\[ Z = x + y + z \]

6. Solve the following system of equations graphically:

10

(a) 

6

(b) 

7

Find the independent of \( x \) in the expansion of

\[ \left( \frac{x}{z} + \frac{z}{x} \right) \]

(b) 

8

Find the 4th term from the end in the expansion of

\[ \left( \frac{x}{z} + \frac{z}{x} \right)^6 \]
### Year

<table>
<thead>
<tr>
<th>Year</th>
<th>Annual Income and</th>
<th>Industry Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>1990</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The following table shows the annual income and Industry Services for the year 1990.
1. Explain the following in brief:

Compulsory Question (Mark 20)

2. Note: Attempt the questions in all Question No. I is

Maximum Marks: 80

Time Allowed: 3 Hours

Paper—BC-206

BUSINESS ENVIRONMENT OF HARYANA

GECE-M-22

Total Pages: 3
6. What are the causes and effects of rural indebtedness? Suggest some solutions to the problem of rural indebtedness.

5. Would you suggest for the improvement of slow growth of agriculture in Haryana? What measures are the farmers of the region taking to deal with these problems?

4. What do you mean by Government Budget? Highlight the main features of the latest budget of Haryana.

3. What do you understand by Special Economic Zones? What are the main functions of NABARD? Write an explanatory note on Haryana Financial Corporation.

2. Write an essay on "NABARD is the apex institution in the area of agriculture and rural credit in India". In the light of this statement, explain the role of NABARD in India.
Programming in C

26027

CCEM-22

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

Total Pages: 2

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

Maximum Marks: 80

Time Allowed: 3 Hours

P 2

26027/M/2580/0830
number is odd or even.

9. What is the purpose of the `#define` macro? Use it to determine whether the given value is a new 'yes'.

15. Explain how to use a `for` loop to count the characters of two strings and write results to a file. Differentiate the opening modes in C. Write a program with examples.

7. Explain the standard library function to handle string in C.

15. Explain character set and data type used in C. Language.
1. Write short notes on the following:

   Compulsory Question (4 marks)

   (a) Select two questions from the remaining.
   (b) Prepare answers to any one question in Powerpoint.
   (c) Prepare answers to any one question in Excel.
   (d) Discuss spell checker in MS Word.

   20

   Time Allowed: 3 Hours

   Paper-DC(Voc)-206

   AND PC SOFTWARE-II

   BUSINESS DATA PROCESSING

   CCE/M-22

   Total Pages: 4

   Roll No. __________________________

   8. Explain concept of Mobile applications. Discuss its types and sources of Mobile applications.
7. Explain page setup in PageMaker. Also explain:

(a) Use of Notes
(b) Sound effects
(c) Inversion of Tables
(d) Use of Custom Animations

8. Discuss the following:

(a) Make a slideshow using five different styles of PowerPoint on the following topics:

- History of Technology
- The Future of Artificial Intelligence
- The Impact of Social Media on Society
- The Benefits and Drawbacks of Telecommuting
- The Role of Technology in Education

9. Discuss the following:

(a) Why are certain software packages better suited to specific tasks?
(b) What are the requirements for software and hardware to run specific applications?
(c) Text Formatting
(d) Page Formatting
(e) Line Spacing
(f) Word Art

2. In context of Word discussion:

(a) What are the major differences between PageMaker and MS Word?
Compulsory Question (कर्तिक वाद) 5x4=20

1. Explain the following in brief:

(a) Nomination and Assignment.

(b) Individual Life Insurance Policy.

(c) Broker.

(d) Code of Conduct.

Note: Attempt five questions in all. Question No. 1 is compulsory. Attempt four questions out of remaining eight questions.

Time Allowed: 3 Hours

Maximum Marks: 80

Paper: PPI BC (Voc)-205
(e) Process of Valuation

What is the meaning of Life Insurance Policy? What are the different types of Life Insurance Policies issued by LIC?

3. What is the process of claim settlement procedure? What steps are involved in claim settlement procedure?

5. What do you mean by annuity? Explain the various kinds and annuities.

4. What are the functions of insurance agents? What are the eligibility to become an insurance agent?

6. What are the steps in claim settlement procedure? What is meant by claim settlement procedure? Explain the various kind of annuities.

9. Explain the following in brief:

(b) Surveys and Loss Assessment

Insurance Intermediates in India

What do you mean by insurance canvassing? Explain the procedure and methods of insurance canvassing.

8. What do you mean by insurance canvassing? Explain the various kinds of insurance canvassing?

7. What are the qualities needed to work in the insurance industry? What is the meaning of Life Insurance Salesman?
1. Write notes on the following:

(C) Compulsory Question (15 marks)

2. Question No. 1 is compulsory.

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

Maximum Marks: 80

Paper-BC(Voc)-206

GENERAL INSURANCE

26031   CCECM-22

Total Pages: 3
2. What is MSL insurance? Is it compulsory? Explain the types.

5. What do you mean by All-Line Insurance? Explain the various compensation challenges faced by All-Line Insurance service providing companies.

6. What is the Aviation Insurance? Explain the various risks covered under Aviation Insurance.

7. What is covered under contractor's risk insurance?
P.T.O.

26032/M/2700/100

Discuss the need of integrated marketing communication.

(c) Define event marketing.

(e) What is the role of feedback in communication process?

(a) Discuss social functions of advertising.

Answer the following short questions:

1 Answer short question (in English and Arabic)

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

Maximum Marks: 80

Time Allowed: 3 Hours

Paper-RC(voc)-205(AISPMT)

MARKETING COMMUNICATION-II

26032

CECEW-22

Roll No. 3

Total Pages: 3
7. Write a detailed note on public relation as marketing tool.

8. What do you mean by advertising? Explain the scope and recent trends of advertising.

9. Write a detailed note on personal selling as marketing tool.

10. What is mean by integrated communication? Explain the various tools of integrated communication.

11. Explain the process of personal selling.

12. Define personal selling. Why is it important for marketers?

13. Define sales promotion in detail.

14. Define sales promotion. Explain the various methods used for sales promotion in detail.

15. What do you mean by advertising? Discuss advertising as a tool of marketing.

16. Suggest some ways to improve the marketing communication.
Compassory Question (Allurap)
What is the role of Logo in effectiveness of advertising?

8. What is mean by 'transit advertising'? What are its advantages?

9. Discuss the role of Logo in effectiveness of advertising?

10. What is the difference between Traditional and Online Advertising?

11. Explain the principles to prepare an effective Advertising

12. Discuss the determinants and importance of Creativity in Advertising.

13. Copy

14. Give the main expectations of an effective Advertising

15. Write short note on E-Advertising.

16. Copy
1. Write short notes on the following:

(a) Pre-merger considerations

(b) Subsidiary Company

(c) Pre-acquisition and post-acquisition profits of a subsidiary company.

(d) Five factors affecting the valuation of shares.

(e) Need for valuation of goodwill.

Compulsory Question (20 marks)

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

Maximum Marks: 80

Time allowed: 3 hours

Paper-BC-401

CORPORATE ACCOUNTING-II

26034
CCEM-M-22

11 Total Pages: 11
2.6034/K/455/7.800

18.00000
1. 18.500
2. 4.200
3. 2.61.500
4. 10.00.000

Total Current Liabilities

Total Trade Payables

9% Debentures

Current Liabilities

Non-current Liabilities

Reserves and Surplus

Share Capital

Shareholders' Funds

1. EQUITY & LIABILITIES

II. ASSETS

1. Current Assets:
   - Bank Balance: 000
   - Trade Receivables (Net): 000
   - Inventory: 000
   - Goodwill: 000
   - Plant & Machinery: 000
   - Prepaid Property: 000
   - Total Current Assets: 3.80.000

2. Non-CURRENT Assets:
   - Total Assets: 18.000.000

III. PARTICULARS

3. 31st March, 2019: The following is the Balance Sheet of XYZ Ltd. as at 31st March, 2019.

The need for the valuation of shares is explained with suitable examples, the various methods of valuation are explained. Also, explain the need for the valuation of shares of a company.
2603/4 K/2455/9.800

P.T.O.

99'00,000

25'00,000

Total

15'00,000

Trade Payables

7'00,000

Current Liabilities:

17'00,000

Surplus (Profit & Loss)

30'00,000

General Reserve

60'00,000

Shares of 20 each fully paid

15'00,000

Share Capital

265'000

Shareholders' Funds

2'65'000

Particulars

4. Equity & Liabilities

H Ltd. S Ltd.

Balance Sheet as on 31.3.2016

\( 7.487 \times 4'000 \times 2'3'000 \text{ after } \frac{1}{2} \text{ of } 2'016 \)

Balance Sheet of H Ltd. and its Subsidiary S Ltd. is

\( 7.487 \times 4'000 \times 2'3'000 \text{ after } \frac{1}{2} \text{ of } 2'016 \)

The present value of 1/2 for three years at 10% is 7.487.

Goodwill on the basis of annuity of super profits.

You are required to calculate the value of

\( 7.487 \times 4'000 \times 2'3'000 \text{ after } \frac{1}{2} \text{ of } 2'016 \)

For the same year 2019, a claim of 2'016'000 against the company is to be adjusted.

(\( \text{ A provision of } 2'250'000 \text{ on Trade Receivables } \))

2603/4 K/2455/9.800

P.T.O.

99'00,000

Total

15'00,000

Trade Payables

7'00,000

Current Liabilities:

17'00,000

Surplus (Profit & Loss)

30'00,000

General Reserve

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15'00,000

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For the same year 2019, a claim of 2'016'000 against the company is to be adjusted.

(\( \text{ A provision of } 2'250'000 \text{ on Trade Receivables } \))
Prepare a consolidated balance sheet of both the Companies as at March 31, 2016.

The year ended March 31, 2016.

No part of Unamortised expenses was written-off during 2015. On March 31, 2015, S Ltd had following balances:
The shares of S Ltd were acquired by H Ltd on July 1,

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Bank Balance</td>
<td>2,50,000</td>
</tr>
<tr>
<td>2. Trade Receivables</td>
<td>1,00,500</td>
</tr>
<tr>
<td>3. Inventories</td>
<td>2,00,000</td>
</tr>
<tr>
<td>4. Insurances</td>
<td>2,00,000</td>
</tr>
<tr>
<td>5. Office Equipment</td>
<td>6,89,000</td>
</tr>
<tr>
<td>6. Plant &amp; Machinery</td>
<td>12,00,000</td>
</tr>
</tbody>
</table>

**Total Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. 50,000 Shares in S Ltd at cost</td>
<td>11,00,000</td>
</tr>
<tr>
<td>2. Unamortised expenses</td>
<td>10,00,000</td>
</tr>
<tr>
<td>3. Non-Current Assets</td>
<td>65,00,000</td>
</tr>
</tbody>
</table>

**Total**

1,05,500
8. On March 31, 2015 the books of General Insurance Co. Ltd. were closed at which time an amount of Rs. 1,200,000 was realized at 2.5% on the assets realized and the accounting ledger was brought up to date. The following particulars in respect of the insurance business:

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Premium earned</td>
<td>2,80,000</td>
</tr>
<tr>
<td>Expenses of management</td>
<td>65,000</td>
</tr>
<tr>
<td>General Reserve on 31.3.2014</td>
<td>1,00,000</td>
</tr>
<tr>
<td>Additional Reserve on 31.3.2014</td>
<td>5,00,000</td>
</tr>
<tr>
<td>Reserve for unexpired risk on 31.3.2014</td>
<td>2,000</td>
</tr>
<tr>
<td>Policies in force on 31.3.2014</td>
<td>31,00,000</td>
</tr>
<tr>
<td>Total assets realized</td>
<td>1,24,400</td>
</tr>
</tbody>
</table>

The amount realized at 2.5% on the assets realized and the accounting ledger was brought up to date.
Within direct in India amounted to ₹11,72,000. If business outside India and that the gross premiums
that one-fourth of the premiums and claims are applicable
and keeping an additional reserve of ₹1,00,000. Assume
15 reserving 50% of the premiums for unexpired risks
account and Profit and Loss account for the year 2014-
Prepare in prescribed form the Fire Insurance

 ₹1,72,000
Commission

Profit on sale of investments

Income tax paid

Interest and Dividends

Insurance Premiums

Re-insurance Recoveries

Re-insurance Premiums (Note ₹3,00,000)

Note In £

Net
Write short notes on the following:

1. Compulsory Question (20 Marks)

Note: Attempt five questions from all questions Nos. 1 to 10. Maximum Marks: 80

Paper-BC-402

BUSINESS STATISTICS-II

26035

C.O/M-22
1. The lower and upper quartiles of a normal distribution are 10 and 20. Find the value of mean and variance.

2. Find the two lines of regression and calculate the estimate of

   Height of the son when the height of the father is 67.5 inches.

   Height: sons: 67 68 64 72 70 69 70 68
   Heights of fathers: 65 66 67 69 71 73 67

   Height of the son: ________

3. Write notes on the following:

   a) 16 14 10 12 11 15 18 12
   b) X: 15 10 20 28 12 10 16 18

4. Calculate the correlation coefficient from the following distribution:

   Cards are drawn without replacement from a pack of cards.

   Find the probability distribution of number of kings drawn in 2

5. Write notes on the following:

   a) Relation between Binomial, Poisson and Normal

   b) Multiple and Partial correlation

   c) Probable and Standard error

   d) Regression equations

6. Two coins are tossed simultaneously. What is the probability

   that they will fall 2 heads and 1 tail?

7. If 20 is the mean of a distribution, what is the variance?

8. Discuss the area property of a normal distribution. What is the

   utility of this property in normal distribution?

9. Find the mean and standard deviation of the following distribution:

   x: 3 4 2 1 5 6

   f: 5 4 3 2 1 6
(d) What is meant by a legal person?

(e) What is meant by the registration of a firm?

(f) Distinguish between partnership and co-ownership.

(4) What is privity of contract? What are the essential features?

I. Write short answers of the following:

1. Compulsory Question (20 marks)

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

Maximum Marks: 80

Time Allowed: 3 Hours

Paper - BC-403

BUSINESS LAWS-II (THEORY)

26036

CBCM-M-22
1. Discuss the nature and merits of Limited Liability Partnership.

2. What is meant by "Limited Liability Partnership (LLP)?"

3. The cyber-appliance Idenic?


5. Give definition of Endorsement. Explain different types of endorsement?

6. Discuss the existence of partnership. Distinct.

7. Explain the legal provisions regarding registration of change in name and address of the partners of Limited Liability Partnership.

8. Explain the legal provisions regarding registration of change in


10. Explain the salient features of Right to Information Act, 2005.

11. What is meant by "Dissolution of a Firm?" Why are the effects

12. What is meant by "Dissolution of a Firm?" Why are the effects
(c) Explain the lien arrangement.

(d) Difference between Ordinary and Special Resolution.

(e) Write a short note on removal of director.

(f) What do you mean by qualification shares?

I. (a) Define the term 'Director'.
5. Write an explanation note on the legal and secretarial position of a company secretary.

6. When is extraordinary meeting by whom can it be called?

7. What do you understand by the term 'Dividend'?

8. Explain in detail the provisions regarding amalgamation and reconstruction of companies under Companies Act.

9. Who is official liquidator? What are his/her powers and duties?

10. What are the legal provisions regarding this?
The document appears to be a question paper with the title "Computerized Accounting System". It contains a compulsory question followed by a note and instructions. The page number is 26038 and the course code is ACGMN-27.
7. Explain Computerized tax liability calculation. What are the steps to computer tax liability in TALLY ERP 9?
6. What do you mean by stock group? Write the steps to create and alter a stock group.
5. What is the purpose of budget in a company? Write the steps to activate the budget in TALLY ERP 9.
3. Explain various the defined groups and sub-groups in TALLY ERP 9.
2. Explain features of TALLY ERP payroll.
P.T.O.

26039/M/1903/7/0001/T

1. Write short notes on the following:

(i) Difference between Emotional Appeal and Rational Appeal

(ii) Difference between Advertisement and Publicity

(iii) Difference between Advertising and Publicity

Compulsory Question (40 marks)

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

Paper-BC-406 Option-1

ADVERTISING

26039

CBECA/42

Total Pages: 3
5. What do you mean by Advertising Approach? Discuss various forms of advertising used by advertisers. Give suitable examples.

6. What do you mean by DAVMAR approach? Discuss various stages involved in the Advertising Process. Discuss the importance and limitations in setting Advertising Objectives.

(e) How is Break even point helpful in profit planning of a

(d) Cash credit

(c) Write the components of market planning

(b) Explain the psychological approach of entrepreneurship

(a) Drone entrepreneur

1. Explain the following: 4x5=20

Compulsory Question (Allotted 20 min)

Note: Attempt five questions in all. Question No. 1 is
maximum marks: 80
Time Allowed: 3 Hours

Entrepreneurship Development
1. Discuss the various short-term and long-term sources of funds for an entrepreneur.

2. Explain the various stages of a life cycle of a business.

3. What is a project report? Exemplify the main components of a project report.

4. Explain the various stages of a life cycle of a business. 15

5. What are the reasons behind the failure of a new business? 15

6. Where is demand forecasting? Explain the methodology involved in it. 15

7. Discuss the different methods used for demand forecasting. 15

8. Explain the various aspects related to government support for the promotion of entrepreneurship. 15

9. Write notes on the following:

10. Explain the various methods employed for the promotion of entrepreneurship. 15

11. (b) Skill India

12. Share India

13. (a) Skill India
Programming in Java

26052

C2CWN-M22

Total Pages: 3
2. Describe various access modifiers available in Java.

UNIT-III (Sample II)

Why is Java is called machine

independent language.

(b) Explain in detail why Java is called machine

independent language.

(c) Explain in detail why Java is called machine

independent language.

(d) Differentiate class (print(), println() and print())

methods with examples.

(e) Describe the primitive and non-primitive Data Types.

(f) Write the primitive and non-primitive Data Types.

(g) Define String classes in Java. Also explain these
classes with examples.

(h) Which is the alternative approach to implement the
multiple inheritance in Java. Explain by giving
suitable example.

3. Create a class with one integer instance variable.

Finalize() method

Super Keyword

4. Explain following terms with example.

(a) Inheritance

(b) Interface

(c) Enum

(d) Annotation

How access Modifiers affect the visibility of a member

in different access locations.
7. Write a program in Java to design a GUI based calculator application which performs addition, subtraction, multiplication, and division operations.

(a) Label

(b) Jtextfield

(c) JButton

8. Discuss some general rules for using layout managers.

9. Describe the various layout managers available in AWT:

(a) BorderLayout

(b) GridLayout

(c) Nested borders

10. Manipulation of different means in Java:

(a) JLabel

(b) JButton

(c) JComboBox

Example:

\[3 \times 5 = 15\]
1. Answer the following short questions:

(Compulsory Question (भार्यवाचक सवाल))

1. Discuss the need for regulating advertising.
2. Define consumer jury method for measuring advertising effectiveness.
3. Write a short note on self-regulation for ethical advertising.

ADVERTISING OPERATIONS

26058

CBM/M-22
7. Write a detailed note on advertising standards council of India.

6. Define advertising department. Explain the organizational structure of advertising department in detail.

5. Discuss the relationship between advertising and sales. Why is it necessary to observe ethics in advertising?

4. What do you mean by ad-agency? What factors would you consider while selecting an ad-agency?

3. Why do clients leave ad-agency? Suggest some ways to increase client agency relationship.

2. How can an advertising manager evaluate the effectiveness of an advertisement? Explain in detail.

8. Define advertising effectiveness. Discuss its importance. What are the difficulties in the evaluation of advertising effectiveness?

9. Discuss the different types of advertising agencies. Explain the role of advertising agencies for clients.

15. Write a detailed note on advertising standards council of India.

14. Define advertising department. Explain the organizational structure of advertising department in detail.

13. Discuss the relationship between advertising and sales. Why is it necessary to observe ethics in advertising?

12. What do you mean by ad-agency? What factors would you consider while selecting an ad-agency?


9. Define advertising effectiveness. Discuss its importance. What are the difficulties in the evaluation of advertising effectiveness?
26059/2830/100

(c) SELLING AS A CAREER

(b) BENEFITS OF SALES MANAUL

(a) KINDS OF CONSUMER SERVICES

- Write short notes on the following:
- Compulsory Question (Mark 20)

Note: Attempt five questions in all. Question No. 1 is compulsory. Attempt four questions out of remaining.

Maximum Marks: 80

Paper-BC (Vocational)

PERSONAL SELLING AND SALESMAWHP-II

CBWM-M-22

Total Pages: 3
3. What is the scope of selling as a profession? Explain.

4. Explain in detail various techniques used to improve salesmanship.

5. What do you mean by cash Memo? What is its importance in selling?

6. What is the procedure of preparing a sales report? Explain.

7. What are the challenges of personal selling in modern business?

8. Periodical reports are an important tool in planning sales. Explain.

9. Who are the duties and responsibilities of a salesperson?

10. What are the benefits of sales report? What are its contents? Also explain the

11. What is the procedure of preparing a sales report? Explain.
Discuss the information need to prepare Cash Flow Statement.

1. Explain the importance of Financial Statement for various users.

2. (a) Distinguish between Management Accounting and Cost Accounting.

Compulsory Question (Answer any 5)

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

Time: Three Hours

Maximum Marks: 80

BC-601
MANAGEMENT ACCOUNTING
26060
CBECA/M-22
Roll No. ...........................................
Total Pages: 11
### Income Statement

For the year ended 31st March, 2021:

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>4. By Closing Inventory</td>
<td>60,000</td>
</tr>
<tr>
<td>2. Purchase</td>
<td>2,000</td>
</tr>
<tr>
<td>1.80,000</td>
<td></td>
</tr>
<tr>
<td>To Open Inventory</td>
<td>45,000</td>
</tr>
<tr>
<td>By Sales</td>
<td>3,000</td>
</tr>
<tr>
<td>Amount</td>
<td></td>
</tr>
<tr>
<td>Amount</td>
<td></td>
</tr>
<tr>
<td>(c) 5,40,000</td>
<td></td>
</tr>
<tr>
<td>To Gross Profit</td>
<td>1,30,000</td>
</tr>
<tr>
<td>To Wages</td>
<td>3,000</td>
</tr>
<tr>
<td>To Carriage</td>
<td>2,000</td>
</tr>
<tr>
<td>By Closing Inventory</td>
<td>60,000</td>
</tr>
<tr>
<td>1.80,000</td>
<td></td>
</tr>
<tr>
<td>To Purchase</td>
<td>2,000</td>
</tr>
<tr>
<td>By Sales</td>
<td>3,000</td>
</tr>
</tbody>
</table>

**Note:**
- The figures in the image are not clear and might contain errors. The text is fragmented and may not be complete or accurate. Please provide the full text for a more accurate representation.
**P/L**

<table>
<thead>
<tr>
<th></th>
<th>2.65.220</th>
<th>2.66.220</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Total</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Provision for Tax</td>
<td>15,000</td>
<td></td>
</tr>
<tr>
<td>3. Trade Payables</td>
<td>75,000</td>
<td></td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bank Loan</td>
<td></td>
<td>33,000</td>
</tr>
<tr>
<td><strong>Non-current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Statement of P&amp;L Surplus</td>
<td>15,250</td>
<td></td>
</tr>
<tr>
<td>General Reserve</td>
<td>23,000</td>
<td></td>
</tr>
<tr>
<td><strong>Reserves &amp; Surplus</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Share Capital</td>
<td>1,00,000</td>
<td></td>
</tr>
<tr>
<td><strong>Shareholders Funds</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Inventories and Liabilities 2018 (Rs.) 2019 (Rs.)**

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goods in Hand (A)</td>
<td>35,000</td>
<td>33,000</td>
</tr>
<tr>
<td>Goods in Hand (B)</td>
<td>25,000</td>
<td>23,000</td>
</tr>
<tr>
<td>Goods in Hand (C)</td>
<td>10,000</td>
<td>9,000</td>
</tr>
</tbody>
</table>

**Change:**

1. Goods in Hand (A)
2. Goods in Hand (B)
3. Goods in Hand (C)

From the data given below, prepare a fund:

1. Use of fund (A) for working capital
2. Use of fund (B) for working capital
3. Use of fund (C) for working capital

You are required to calculate the following:

1. Net Operating Profit
2. Net Operating Profit After Tax
3. Cross Profit Ratio
4. Operating Ratio
5. Current Ratio
6. Net Profit Ratio
7. Total Assets Turnover Ratio
### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2018-19</th>
<th>2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash at bank</td>
<td>4,490</td>
<td></td>
</tr>
<tr>
<td>Cash in hand</td>
<td>3,500</td>
<td></td>
</tr>
<tr>
<td>Provision for doubtful debts</td>
<td>6,200</td>
<td></td>
</tr>
<tr>
<td>Trade receivables</td>
<td>45,000</td>
<td>35,000</td>
</tr>
<tr>
<td>Inventories</td>
<td>80,000</td>
<td></td>
</tr>
</tbody>
</table>

### Non-current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2018-19</th>
<th>2019-20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goodwill</td>
<td></td>
<td>2,500</td>
</tr>
<tr>
<td>Plant and Machinery</td>
<td>25,000</td>
<td>84,500</td>
</tr>
<tr>
<td>Land and Buildings</td>
<td>1,00,000</td>
<td>95,000</td>
</tr>
</tbody>
</table>

### Additional Information

- Depreciation charged on plant was Rs. 7,000.
- Provision for Income Tax made during the year 2018-19 was Rs. 16,500.
- Dividend for Rs. 11,000 was paid during the year.
9. The income statement of XYZ Ltd. for 2018 and 2019 is given below:

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales</th>
<th>Variable Costs</th>
<th>Fixed Costs</th>
<th>Profit/Loss</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>3,21,250</td>
<td>2,65,230</td>
<td>3,12,500</td>
<td>-7,000</td>
</tr>
<tr>
<td>2019</td>
<td>3,90,625</td>
<td>3,45,000</td>
<td>3,12,500</td>
<td>3,025</td>
</tr>
</tbody>
</table>

10. The company's break-even point for 2019 is calculated as follows:

- **Break-even Point: 15,000 units**
- **Contribution Margin per Unit:**
  - **Variable Cost per Unit:** 1,50,000 / 20,000 = 7.5
  - **Contribution Margin per Unit:** 20 - 7.5 = 12.5
  - **Break-even Point:** 15,000 units * 7.5 = 112,500

11. The company's profit-volume ratio for 2019 is calculated as follows:

- **Profit-volume Ratio:** (Profit / Sales) * 100
  - **Profit:** 3,025
  - **Sales:** 3,90,625
  - **Profit-volume Ratio:** (3,025 / 3,90,625) * 100 = 0.775%

12. The company's cost-volume-profit analysis for 2019 is calculated as follows:

- **Sales:** 3,90,625
- **Variable Costs:** 3,45,000
- **Fixed Costs:** 3,12,500
- **Total Costs:** 6,57,500
- **Profit:** 3,025
- **Profit Margin:** (Profit / Sales) * 100
  - **Profit Margin:** (3,025 / 3,90,625) * 100 = 0.78%
The price cost per unit is Rs. 3.50. Direct labour Rs. 1.25 and Direct Material Rs. 1.50. Depreciation Rs. 0.0000: General Rs. 0.0000: Sales Depreciation Rs. 0.0000: Administration Rs. 0.0000; Sales Administration Rs. 0.0000:

Fixed overheads are: Rent and Rates Rs. 1.0000:

Level
level and by a further 10% if it reaches the 100% level before the 90% expected to increase by 50% if the output target is reached.

Rs. 60,000: Interest (Bank)
Rs. 80,000: Power Rs. 70,000:

(1) Semivariables overheads at normal level of activity

(2) 5% of the sale value.

(3) Variable overheads-coaching commission will be

in the purchase price of the raw materials.

of activity and above, a saving of 5% can be achieved.
Explain the concept of job specification.

(v)

(vi) Differentiate between training and development.

(vii) Explain the elements of promotion.

(viii) Write a short note on recruitment.

(ix) Differentiate between human resource management and human resource development.

(x) Explain the elements of promotion.

Note: Q1. No, i.e., comprehensive answer any four questions.

Maximum Marks: 80

Time: Three Hours

IC-603
HUMAN RESOURCE MANAGEMENT
CBCOM-22
26062
Roll No. ...........................................
Total Pages: 10
2. What is human resource management and explain its importance and scope.

3. What do you mean by job analysis? Explain its methods.

4. Explain the internal sources of recruitment and their importance.

5. What do you mean by placement? Explain its objectives.

6. What is the significance of training? Explain various methods of training.

I. Explain the following in brief:

Compulsory Question (Marked red)

15 marks each

Mark between 0 and 20 marks and rest questions are of 0. No. 1 is compulsory.

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

Maximum Marks: 80

Time: Three Hours

BC-604
INCOME TAX-II

CBOC/M-22

26063

Roll No. 05

Total Pages: 05
### Income Tax Act, 1961

#### 2. Who do you understand by reassessment of income?

1. 

#### 3. Liability of Individuals

2. *Explain in detail the procedure for calculation of net tax*.

#### 4. Discuss in detail the provisions of Income Tax Act, 1961*

- *Income of a Minors Son*
- *Interest on Government Securities*
- *Dividend Income (gross)*
- *Rent from House Property*
- *Royalty on Books for Colleges*
- *Business Income*
- *Salary*

#### 5. When are the provisions of Income Tax Act, 1961 in respect of prosecution in the following cases?

- *Income of a Minors Son*
- *Interest on Government Securities*
- *Dividend Income (gross)*
- *Rent from House Property*
- *Royalty on Books for Colleges*
- *Business Income*
- *Salary*

### Table

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donation to National Defence Fund by Chicago</td>
<td>5,000</td>
</tr>
<tr>
<td>Health Insurance Premium Paid by Chicago</td>
<td>8,000</td>
</tr>
<tr>
<td>Life Insurance Premium Paid (Mother's Policy)</td>
<td>10,000</td>
</tr>
<tr>
<td>Life Insurance Premium Paid (Self Policy)</td>
<td>10,000</td>
</tr>
<tr>
<td>Contribution to Public Provident Fund</td>
<td>30,000</td>
</tr>
<tr>
<td>Long-term Capital Gains</td>
<td>1,500</td>
</tr>
<tr>
<td>Income of a Minors Son</td>
<td>8,800</td>
</tr>
<tr>
<td>Interest on Government Securities</td>
<td>15,200</td>
</tr>
<tr>
<td>Dividend Income (gross)</td>
<td>20,000</td>
</tr>
<tr>
<td>Rent from House Property</td>
<td>30,000</td>
</tr>
<tr>
<td>Royalty on Books for Colleges</td>
<td>4,700</td>
</tr>
<tr>
<td>Business Income</td>
<td>9,900</td>
</tr>
<tr>
<td>Salary</td>
<td>20,210-2022</td>
</tr>
</tbody>
</table>
9. Explain in detail the steps to be followed in the process

15,000

15

8,000

4,000

2,000

2,000

2,000

15

8,000

10,000

10,000

10,000

10,000

8,000

13,000

15

13,000

13,000

20,000

20,000

40,000

1,990,000

Short-term capital gains

Profit from the business of Printing

Profit from Industrial Undertakings

Rs.

by the assessment year 2021-2022:

15

Compute the total income of the Firm and Tax payable

From the following particulars of Vishal Kumar

0.00

8.00

10.00

10.00

10.00

30.00

30.00

15

20.00

20.00

20.00

20.00

40.00

1,990,000

Interest on a loan, taken for the construction of house

Interest on a loan, taken for repayment of long-term loan

Long-term capital gains

Interest on a loan, taken for the construction of house

Loss from house property

Rs. 75,000 on account of

Rs.
2. Explain the environment and discuss the need to know the opportunities and threats there is need to

(i) Discuss the nature of business environment.

(ii) Name four sectors under Make in India.

(iii) Differentiate between FDI and PL.

(iv) Explain the need of the day.

(v) Why was FERA replaced by PLWA?

(vi) Is globalization need of the day?

(vii) Why was FERA replaced by PLWA?

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

Maximum Marks: 80

Time: Three Hours

BC-605

BUSINESS ENVIRONMENT

CECA/J-22

26064

ROLL NO. 03
EXAMINATION

PRINCIPLES OF CORPORATE GOVERNANCE

1. The principles of corporate governance are designed to ensure that companies operate in the best interests of their stakeholders.

2. These principles aim to promote transparency, accountability, and fairness in the management of companies.

3. Key components of corporate governance include internal controls, ethical behavior, and effective communication.

4. The main objectives of corporate governance are to protect the interests of shareholders, employees, and the broader public.

5. Corporate governance practices are subject to legal and regulatory frameworks, which vary across jurisdictions.

6. Effective corporate governance is crucial for maintaining public trust in the market and for ensuring sustainable business practices.

7. Low levels of corporate governance can be detrimental to a company's long-term success and can lead to financial instability.

8. To ensure compliance with these principles, companies often establish codes of conduct and implement procedures for monitoring and evaluating their performance.

9. The role of stakeholders, including shareholders, employees, and the community, in the governance process is critical for achieving balanced decision-making.

10. Corporate governance practices are continually evolving to address emerging challenges and opportunities.

11. The importance of corporate governance is underscored by the increasing emphasis on sustainability and social responsibility.

12. In conclusion, corporate governance plays a pivotal role in achieving long-term success and maintaining trust in the corporate sector.
1. Explain the concept of ethics. Why ethical practices are needed in business?

2. Why are the functions of finance important in company operations?

3. What are the benefits of implementing corporate governance?

4. What is the purpose of implementing corporate governance in the company?
(v) Define Collective Bargaining.

(vi) Write a short note on Recognition.

(vii) Explain the significance of Factories Act, 1948.

(viii) What do you mean by Lockout?

(ix) Discuss the liabilities of Trade Union.

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

Maximun Marks: 80

Time: Three Hours

BC-606

Industrial Laws

26067

CCC/1-22

Total Pages: 03
Is it a constitutional right? Briefly explain.

Describe the provisions relating to health and welfare of workers under the Factories Act, 1948.

What is an Industrial dispute? Who are the parties?

What is an Industrial dispute? 1947.

What is an Industrial dispute? 1948.

How is trade union recognised under the Trade Union Act, 1926?

How is trade union recognised under the Trade Union Act, 1927?

Is the recognition of a trade union be relinquished through mutual agreement?

Discuss the provisions relating to the compensation of workers...

Explain clearly the objectives of Industrial Relations.

Explain clearly the objectives of Industrial Relations.

Industrial Relations in India.

Constitutional suggestions for the establishment of Peace.

Describe the term "Wages" given under the Payment of Wages Act.

Describe the term "Wages" given under the Payment of Wages Act.

Discuss the term "Wages" given under the Payment of Wages Act.
(b) Write three features of Hadoop.
(c) Write three features of Social Networking.
(d) Write three features of Social Applications of Social Networking.

Note: Attempt five questions in all. Q. No. I is compulsory.
4. Explain the concept of social networking and its importance.

5. Discuss various aspects of social networking and why it is so important.

6. Explain the benefits and features of Facebook and Instagram.

7. Mention components and features of Hadoop for Big Data.

8. Explain the concept of social networking and evolution of social networking.
(a) What are the common ERP myths? Explain in

(b) How is business integration achieved by

(c) Why is the ERP system important in company? A

I. Compulsory Question (Answer any 2)

Note: Attempt all questions in all selecting one question.

Maximum Marks: 20

Time: Three Hours

BC (VoC) 606

Enterprise Resource Planning

CBOA/M-22

Roli No.
5. Why is the availability of timely, relevant and accurate information necessary for business success? Discuss with examples.

6. (a) What is an enterprise? What is the role of implementation?

7. What do you mean by MIS? What are its objectives?

8. Discuss the roadmap for successful ERP implementation.

9. Explain the advantages and disadvantages of ERP implementation.

10. Write short notes on the following:

(a) ERP products
(b) Employee resistance during ERP implementation
(c) Pros and cons of in-house ERP implementation

11. Write short notes on the following:

(a) Executive Information System
(b) Business Process Re-engineering

12. Describe the Vendor Evaluation and Inventory management activity of ERP module.

13. Explain the concept of SCM and its benefits.
1. What is the purpose of announcing option in NIS?
2. How is the call be saved in DOS?
3. How a PC is different from a laptop?
4. State the configuration of a laptop laptop.
5. Enlist the major characteristics of computer

ALL questions carry equal marks.
In addition to O, No. I answer any more questions.

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

Time: Three Hours

Maximum Marks: 70

BC (Voc) - 605
COMPUTER APPLICATIONS
CBCA/M-22

26080

Roll No. ____________________________
1. Explain the following commands in DOS:

   - PAIR
   - MOVE
   - MD
   - DISK COMP
   - DIR
   - DELETE

2. Compare and contrast between DOS, Windows, and Unix.

3. Describe various classifications of computers along with the various types of operating systems.

4. List major applications of Excel.
Explain any two types of Liability Insurance policies available in India.

Explain loss evaluation functions of loss adjusters.

Marking of Liability Insurance "Errors and omission insurance"

I. Explain the following short questions up to one page:

II. Answer any four questions out of the remaining eight.

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

Time: Three Hours

B.C.(Voc)-605
Property and Liability Insurance-II
C.B.C.A/M-22

26081

Roll No. ...........................................
Total Pages : 03
1. Explain the procedure of adjustment of losses and also explain the responsibility of insurer.

2. Explain the procedure of adjustment of losses and also explain the responsibility of insurer.

3. Explain the procedure of adjustment of losses and also explain the responsibility of insurer.

4. Explain the following:

   4(a) The amount of insurance

   4(b) Limit of liability

5. Explain the following:

   5(a) The amount of insurance

   5(b) Limit of liability

   5(c) Professional liability insurance

   5(d) Professional package contracts

6. When do you understand by statutory control over liability

7. When do you understand by statutory control over liability

8. Explain the requirement of the insured in the event of loss.

9. When do you understand by statutory control over liability

10. Explain various documents required for insurance claim settlement.

11. Explain the following:

   11(a) The amount of insurance

   11(b) Limit of liability

   11(c) Professional liability insurance
I. Write short notes on the following:

(a) Conditions of Honey Bee Insurance

(b) Objectives of Self-help Group (SHG)

(c) Branches of Micro Insurance

(d) Type of Poultry Insurance

(e) Comprehensive Crop Insurance Policy

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

Time: Three Hours

Maximum Marks: 80

Paper BC (VOE) 606
AGRICULTURE AND RURAL INSURANCE
CBOA/M-22

Q. 1 (a) Why is agricultural insurance important?

Q. 1 (b) Explain IRDA Regulations, 2009.

Q. 1 (c) What are the benefits of agricultural insurance?

Q. 1 (d) What is the role of government in agricultural insurance?

Q. 1 (e) Describe the different types of agricultural insurance policies.
15

Scheme & Explain their objectives and features in detail.

5. What do you mean by National Agriculture Insurance Scheme and Modified National Agriculture Insurance Scheme?

15

15

How can these risks be managed?

7. What is the procedure of settlement of claim under Crop Insurance?

15

8. What are the different methods of valuation of crops under Crop Insurance? Explain in detail.

15

Where do you mean by Risk Management? What is its significance to overcome these problems.

2. Write the note on the following:

Crop Insurance Scheme and Weather Based Crop Insurance Scheme

(b) Comparison between National Agriculture Insurance and Crop Insurance

(a) Crop Insurance Underwriting

7.5 x 2 = 15
I. Explain the following in brief:

Compulsory Question (All Questions)

1. Explain the following:

(a) Challenges in salesforce management
(b) Use of sales cost analyses
(c) Steps in sales budget preparation
(d) Role of market analysis in sales
(e) Scope of sales planning

Note: Q. No. 1 is compulsory. Attempt four questions from the remaining questions.

Maximum Marks: 40

Time: Three Hours

BC-605
MANAGEMENT OF SALESFORCE
II

CBEA/22

Roll No. : 26438839

Total Page :
1. What is Sales Quota? Explain the principles of determining sales quota.

2. What is Budget? What do you understand by budget control?

3. Discuss the importance of sales forecasting and its objectives and methods. What are the merits and demerits of sales forecasting?
1. (a) Define Public Relations.

(b) Give five promotion programmes.

(c) What is difference between Public and Private?

(d) Explain the importance of promotion activities.

(e) Explain discretion and control.

(f) What is the firm's approach to the above?

Compulsory Question (Maximum Marks: 80)

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

BC-FOC-606

RETAILS-11

SALES PROMOTION AND PUBLIC

CBOA/M-22

26084

Total Pages: 02

Roll No. ___________________________
1. State the purpose, explain its scope and limitations.

2. What is public health? Explain its merits and demerits.

3. What is preventive? Explain its advantages and disadvantages.

4. What do you mean by marketing? Explain its role and

5. Explain the method of public relations.

6. Explain ethical aspects of public relations.


8. What is public relation? Explain its features and