S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION OCTOBER, 2018

BUSINESS FINANCE -I

DURATION: 2 HOURS   **Date:20/10/2018**   **TIMING: 2.00 p.m. to 4.00 p.m.   MAX.MARKS: 80**

INSTRUCTIONS: -   1) All Questions are compulsory, however internal choice is available.
2) Figures to the right indicate full marks.

Q.1) Answer **Any Four** of the following questions.   **(4x4 = 16)**

   i) Write a short note on importance of finance .

   ii) What is financial planning?

   iii) Explain long term and medium term financial plan.

   iv) Explain promotional capital in brief.

   v) "Earnings theory is superior to cost theory" Explain.

   vi) Suggest any four remedies to remove undercapitalization.

Q.2) Answer **Any Four** of the following questions.   **(4x4 = 16)**
   i) What is balanced capitalisation?

   ii) State the causes of over capitalisation on the company.

   iii) Explain the high and low capital gearing.

   iv) What is capital structure?

   v) Briefly explain the advantages of capital gearing.

   vi) Highlight the importance of capital structure in brief.

Q.3) a) Explain the essential features of a sound Financial Plan.   **(12)**
                          OR
   b) What factors are considered while determining the amount of capital required?   **(12)**

Q.4) a) Discuss atleast six sources available for collecting fixed capital.   **(12)**
                          OR
   b) Explain the concept of working capital and also the types of working capital.   **(12)**

Q.5) a) Highlight the causes of under-capitalisation.   **(12)**
                          OR
   b) 'Over capitalisation is not a favourable situation for any company'.Explain with **(12)**
   reference to the effects of over capitalisation on shareholders, employees and
   society.

Q.6) a) Explain trading on equity with the help of an example and also explain its types. **(12)**
                          OR
   b) Explain the factors affecting the capital structure.   **(12)**

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION,OCTOBER, 2018

Fundamentals of Cost Accounting

DURATION: 2 HOURS Date:23/10/2018   TIMING: 10.00 a.m. to 12.00 p.m. MAX.MARKS: 80

INSTRUCTIONS: - 1) Question No.1 is compulsory.

     2) Answer **Any Three** questions from Q.NO.2 to Q.NO.6.

     3) Figures to the right indicate full marks.

     4) Working note should form part of answer.

Q.1) Following are the particulars of the production of 1000 machines of ABC   **(20)**
Engineering Company Ltd., for the year 2017

Particulars	Amount (Rs.)
Cost of materials	80,000
Wages	1,20,000
Manufacturing expenses	50,000
Salaries	60,000
Office rent	10,000
Selling expenses	30,000
General expenses	20,000
Sales	4,00,000

The company plans to manufacture 1500 machines during the year 2018. You are required to prepare cost sheet for the year ending 31ˢᵗ December 2017 & estimated cost sheet for the year ending 31ˢᵗ December 2018, showing the price at which machines would be sold so as to show a profit of 10% on selling price.

The following additional information is supplied to you.

a) Price of material is expected to rise by 20%

b) Wages rates are expected to show an increase of 5%

c) Manufacturing expenses will rise in same proportion to prime cost.

d) Selling expenses per unit will remain the same

e) Other expenses will remain unaffected by the rise in output.

Q.2) A product is produced in three consecutive processes — Process I, Process II &   **(20)**
Process III. 5,000 units of raw materials at the rate of Rs.2 per unit were issued to process I at the beginning of the year .
Other information :

Particulars	Process I	Process II	Process III
Output (units)	4,700	4,300	4050
Normal loss (% of input)	5%	10%	5%
Scrap value per unit (Rs)	1	5	6
Direct wages	3,000	5,000	8,000
Direct expenses	9,750	9,910	15,560
Overheads	6,000	10,000	16,000

Prepare : Process Accounts & Normal Loss Account.

Q.3) Rupesh Builders undertook a work for Rs. 4,75,000/- on 1ˢᵗ January 2017. **(20)** Of the machineries & materials charged to contract, machinery worth Rs.2000 & materials of Rs.3500/- were lost in accident.

On 31ˢᵗ December 2017, machinery worth Rs.5000 was returned to stores. Uncertified work was Rs.1000/- & closing stock of materials were Rs.8,000. Charge 10% depreciation on machinery.

The Trial Balance of the contractor as on 31ˢᵗ December,2017 was as follows:

Particulars	Debit (Rs.)	Credit (Rs.)
Share capital		1,26,000
Creditors		10,000
Cash received (being 80% of work certified)		2,24,000
Land & Building	43,000	
Bank Balance	25,000	
Charged to contract :		
Materials	1,00,000	
Wages	1,60,000	
Machineries	25,000	
General expenses	7,000	
Total	**3,60,000**	**3,60,000**

Prepare:-

1) Contract Account for the year ending 31ˢᵗ December 2017 and
2) Balance sheet of Rupesh Builders as on 31ˢᵗ December 2017.

(10)

Q.4A) The following information relates to a contract No.21 for the year ending 31ˢᵗ Dec. 2017. The contract commenced on 1ˢᵗ January 2017. Material costing Rs.1,70,000 was sent to site, of which material worth Rs.6,000 was destroyed by fire. Wages of Rs.1,80,000 were paid during the year. Plant costing Rs.50,000 was used on the contract throughout the year, while plant costing Rs.2,00,000 was used from 1ˢᵗ January to 30 September, 2017 & then returned to stores.

Material worth Rs.4000 were at site on 31/12/2017. General expenses charged to contract amounted to Rs. 45,000. All plant is to be depreciated at 10% p.a. The contract price is Rs.6,00,000 & work certified is 80% of contract price. Cash received from the contractee is Rs.3,00,000. Work not certified was Rs.15,000.

Prepare contract No. 21 Account for the year ending 31ˢᵗ December 2017, clearly showing the portion of the profit transferred to Profit and Loss A/c

B) Explain the importance of Cost Accounting to: **(10)**

1) Management 2) Owners 3) Workers and 4) Government

Q.5A) Following particulars have been taken from the books of Hriday Manufacturing company Ltd. for the year ended 31ˢᵗ March 2017. (10)

Particulars	Amount (Rs.)
Purchase of raw materials	2,25,000
Opening stock of raw materials	40,000
Closing stock of raw materials	25,000
Direct wages	1,50,000
Power	30,000
Rent on office building	10,500
Rent on factory building	10,000
Sales	25,00,000
Opening Stock of finished goods (1000 units)	1,50,000
Office Salary	4,00,000
Selling & distribution overheads	1,90,000

During the year 10,000 units were produced, out of which 2,000 units remain unsold. Prepare cost sheet for the year ending of 31ˢᵗ March 2017 & show total and per unit cost. Also show total profit & per unit profit.

B) In manufacturing the main product 'P' a company processes the resulting waste (10) material into two by-products 'Q' & 'R'. Using reverse cost method of by-products, prepare statement of apportionment of joint cost from the following data.

Total cost upto the point of separation was Rs.80,000/-

Particulars	P Rs.	Q Rs.	R Rs.
Sales	2,00,000	24,000	30,000
Cost after separation	----	6,000	7,500
Estimated net profit as percentage to sale value	----	25%	30%
Estimated selling expenses as percentage of sales value	15%	20%	25%

Q.6) Answer **Any Four** of the following. (4X5= 20)

a) Distinguish between Financial Accounting & Cost Accounting.
b) What are the features of process costing?
c) What is a Cost Centre? Explain two types of Cost Centres.
d) Write short note on "Joint Products".
e) What is contract costing? Explain its features.

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION OCTOBER -2018

NEW VENTURE PLANNING

DURATION: 2 HOURS Date: 27/10/2018   **TIMING: 10.00 a.m. to 12.00 p.m.   MAX.MARKS: 80**

INSTRUCTIONS: 1) All questions are compulsory, however internal choice is available.
2) Figures to the right indicate full marks to the question.

Q.1) Answer the following (**Any Four**)   (4x4 = 16)

   a) Explain copyright registration.

   b) Business incubators & Facilitators.

   c) Features of Franchises.

   d) Criteria for Evaluating New Venture proposals.

   e) Methods for generating New ideas.

   f) Requirements of patent.

Q.2) Answer the following (**Any Four**)   (4x4 = 16)

   a) Benefits of LLP (Limited Liability Partnership).

   b) Types of angel investors. (any two)

   c) Obstacles in Creativity.

   d) Advantages of debt financing.

   e) Private investors.

   f) Features of Sole Proprietorship.

Q.3) x) Explain the Sources of innovative ideas.   (12)
            OR
   y) Explain the meaning, advantages & disadvantages of franchise.   (12)

Q.4) x) Discuss the trademark procedure.   (12)
            OR
   y) Discuss the meaning, features and advantages of Partnership.   (12)

Q.5) x) Explain the different types of Debt financing.   (12)
            OR
   y) How to developed a Marketing Plan? Discuss.   (12)

Q.VI) x) Discuss the elements Business plan.   (12)
            OR
   y) Discuss the meaning & pitfalls to be avoid in Business plan.   (12)

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION, OCTOBER 2018

COMPUTER APPLICATIONs FOR BUSINESS -I

DURATION: 1and 1/2 HOURS DATE: 27/10/2018 TIMING: 10:00 a.m. to 11:30 a.m. MAX.MARKS: 40

INSTRUCTIONS: - 1) Attempt all questions, internal choice is available.
2) Figures to the right indicate maximum marks.

Q.1 Answer the following question.

A) Write short note on: (i) File Management (ii) Forecasting (5+5=10)

OR

X) What is data processing? Explain transaction and master file with suitable (2+8=10)
example.

Q.2 Answer the following question.

A) What is spreadsheet? Mention importance of spreadsheet in business. (2+8=10)

OR

X) Differentiate between function and formula in excel. Write any two text (2+8=10)
functions with examples.

Q.3) Answer the following question.

A) Write short note on: (i) Data Analytics (ii) Data Mining (5+5=10)

OR

X) What is data classification? How to deal with missing data. (3+7=10)

Q.4) Answer the following question.

A) Write short note on: (i) IP address (ii) Router (5+5=10)

OR

X) What is blog? Discuss about social networking sites. (3+7=10)

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION OCTOBER, 2018
BUSINESS STATISTICS-I

DURATION: 2 HOURS Date:01/11/2018   TIMING: 10.00 a.m. to 12.00 p.m.   MAX.MARKS: 80

INSTRUCTIONS: -1) All Questions are compulsory, however internal choice is available.
2) Figures to the right indicate full marks.
3) Use of Calculator is allowed.

Q.1) a) What is Statistic. Write 2 scope of Statistics.   (3)

b) Draw more than ogive or greater ogive for data regarding marks of students and   (6)
find median.

Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70
No. of students	5	6	10	15	25	22	11

c) Find missing value from the following data when Arithmetic mean given is 37.   (7)

C.I	0-1	10-20	20-30	30-40	40-50	50-60	60-70	70-80
f	x	4	9	20	12	6	3	2

OR

Q.1) x) Define 1) Population 2) Attribute 3) Variable.   (3)

y) Yield of grains in quintal in 3 consecutive year is given below.   (6)

Year	Rice	wheat	Jowar
2002	37	28	35
2003	15	45	90
2004	18	60	42

Represent the above information by percentage bar diagram.

z) Find Harmonic Means and Arithmetic Means for data given & state the relationship (7)
between them.

C.I	0-10	10-20	20-30	30-40	40-50
f	3	5	10	8	3

Q.2) (a) State 3 methods of collecting primary data.   (3)

b) Find the quartile deviation and its coefficient for the marks out of 100 obtained   (6)
by 80 students from the following .

Marks	0-10	10-20	20-30	30-40	40-50	50-60	60-70	70-80	80-90	90-100
Frequency	4	9	14	25	18	6	2	1	1	0

P.T.O

c)(i)From the following data, calculate the real income from 2002 to 2006, taking 2002 (
as base year. Also find the year in which the employees have grater purchasing power.

Year	2002	2003	2004	2005	2006
Average Monthly in Rs.	12000	13200	14300	15000	17100
Price index No	100	120	130	150	180

ii) Find chain base Index No from fixed based Index No. **(3)**

Years	1975	1976	1977	1978	1979
Fixed Base	180	140	204	190	200

OR

Q.2) (x) Is primary data different from secondary data. Explain in brief. **(3)**

(y) For the data given **(6)**

C.I	30-35	35-40	40-45	45-50	50-55	55-60	60-65
F	2	5	8	12	10	7	6

Find (1) P_{80} (2) P_{40} (3) $P_{50} - P_{40}$

(z) Calculate (1) Laspeyre's Quantity Index no **(7)**
(2) Paasche's quantity index No.
(3) Fishers Quantity No
(4) Value Index No

Commodity	Year	1975	Years	1970
A	12	95	10	100
B	9	30	6	30
C	17	75	15	80
D	20	90	16	100

Q.3 (a) Explain in brief the construction of frequency polygon. **(3)**

(b) Calculate 3 years moving averages of policy holders of LIC branch given below.
Also plot the original data & trend values on the same graph. **(6)**

Year	1998	1999	2000	2001	2002	2003	2004	2005
No of policy in 1000	35	38	42	45	42	41	50	48

(c) For data given below. **(7)**

Company	No of workers	Mean monthly wages	S.D
A	500	186	9
B	600	175	10

1) Find combined Arithmetic means of workers of 2 companies.
2) Which company has greater variability or changes in the individual wages.
3) Which company has larger amount of wages or salary.

OR

Q.3 (x) State whether following statement are True or False. (3)
    (i) Histogram can be constructed for open end classes.
    (ii) Cumulative frequency curve are also known as ogive.
    (iii) Mode value can be determined from diagram.

(y) Estimate the trend values using the data given below by taking 4 yearly. (6)
    moving averages. Plot the original data & trend values on the same graph

Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000
Value	25.2	27.3	28.4	29.7	30.4	32.8	33.4	30.5	30.7	32	36

(z) Find Bowley's coefficent of skewness for the following . (7)

x	0-10	10-20	20-30	30-40	40-50
F	8	16	14	12	10

Q.4)(a) (i) Formula for cost of living index No. (3)
    (ii) Requirements to draw Histogram.
    (ii) With which component of time series will you associate the following
      (a) Heavy sale in Diwali festival.

(b) Fit a linear trend by the least square method to the following data & estimate the (6)
    Trend Value for 2008.

Year	2001	2002	2003	2004	2005	2006	2007
Disinvestment in PSU in Cr's	265	270	280	290	300	320	310

(c) Find Karl pearson's coefficient of skewness when mean is given as 54.72 (7)

C.I	20-30	30-40	40-50	50-60	60-70	70-80	80-9
F	3	61	132	153	140	51	2

Also find coefficient of variance.

OR

Q.4) (x) (i) State additive model of Time series. (3)
    (ii) Requirements to draw more then ogives.
    (iii) Formula for weighted Geometric average of Price relative.

(y) Fit a linear trend for the following data by method of least square & hence (6)
    estimate profit for year 1977

Year	1970	1971	1972	1973	1974	1975	1976
Profit	60	72	75	65	80	85	95

(z) For data given calculate variance & standard deviation for the following data. (7)

C.I	0-20	20-40	40-60	60-80
Frequency	1	3	4	2

P.T.O.

Q.5) (a) Define (i) Range (2) Class marks (3) Mean deviation. (3)

(b) Find Range & coefficient of range. (6)

Marks		10-25	25-50		50-75	75-100
No. of students		13	25		32	10

(c) Calculate Prince Index No. Using method of. (7)
(1) Simple Average of Price Index.
(2) Weighted average of price index.

Commodity	Price in 2009	Price in 2005	Weighted
A	4.50	2.00	5
B	3.20	2.50	8
C	4.80	3.00	4
D	2.00	2.00	3

OR

Q.5 (x) i) Formula for finding mid pt. of class interval (3)
ii) Define inclusive class interval.
iii) Define Exclusive class interval.

y) Splice the following 2 index no series. (6)

Series A	100	120	150	a	b	c
Series B	d	e	100	110	120	150

z) Cost of living index no is 136. Total weight given is 350. Find missing values. (7)

Commodity	I	w
A	180	140
B	150	X
C	100	Y
D	110	56
E	80	53

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S.Y.B.COM. SEMESTER –III (CBCS PATTERN) OCTOBER, 2018

TRAINING AND DEVELOPMENT

DURATION: 2 HOURS Date:03/11/2018   TIMING: 10.00 a.m. to 12.00 p.m. MAX.MARKS: 80

INSTRUCTIONS: - 1) All Questions are compulsory. However internal choice is available.
2) Figures to the right indicate full marks to the question.

Q.I) Answer the the following. (Any Four)   (4x4 = 16)

   i) Benefits of Training.

   ii) Transfer of Training.

   iii) Learning Curve.

   iv) Principles of Learning.

   v) Advantages of Survey Questionnaire.

   vi) Assessing Curriculum Needs.

Q.II) Answer the following. (Any Four)   (4x4 = 16)

   i) In Basket as a Types of off-the job training.

   ii) Stimulation and Role playing.

   iii) Needs for Evaluation.

   iv) Criteria for Training Evaluation.

   v) Evaluation and its problems.

   vi) Reasons for Training Evaluation.

Q.III) a) Explain Any Six Types of Training with examples.   (12)

OR

   b) Explain system Approach to Training.   (12)

Q.IV) a) Discuss Identification of Training and Development Needs.   (12)

OR

   b) Discuss Training Needs Assessment and their steps.   (12)

Q.V) a) Explain the Training process.   (12)

OR

   b) Explain Types of On-the Job Training.   (12)

Q.VI) a) Explain steps involved in Training evaluation.   (12)
OR
   b) Explain methods of Training evaluation.   (12)

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION OCTOBER, 2018
CONSUMER BEHAVIOUR

DURATION: 2 HOURS   Date:03/11/2018   TIMING: 10.00 a.m. to 12.00 p.m.   MAX.MARKS: 80

INSTRUCTIONS: - 1) All questions are compulsory, however internal choice is available.
2) Figures to the right indicate maximum marks.

1) Write short notes on Any **FOUR** of the following.   (4x4=16)
   a) Consumer and Customer
   b) Perception
   c) Attitude
   d) Motivation
   e) Family Life Cycle
   f) Brand Personality

2) Write short notes on Any **FOUR** of the following.   (4x4=16)
   a) Rights of consumers
   b) Reference Group
   c) Social Class
   d) Culture and Sub-culture
   e) Buying motives
   f) Loyalty Marketing

3 (X)   Discuss the nature and characteristics of Indian Consumers.   (12)

OR

3 (Y) Discuss Maslow's Need Hierarchy Theory.   (12)

4 (X) What do you understand by Learning? Discuss the Pavlov's Learning Theory. (12)

OR

4 (Y) Discuss the importance of Family in Consumer Behaviour.   (12)

5 (X) Explain the factors influencing Consumer Buying Process.   (12)

OR

5 (Y) Distinguish between Organisational Buying Behaviour and Consumer Buying (12)
       Behaviour.

6 (X)   Explain the salient features of Consumer Protection Act, 1986.   (12)

OR

6 (Y) Discuss the Festinger's Theory of Consumer's Post Purchase Dissonance.   (12)

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S.Y.B.COM. SEMESTER – III (CBCS PATTERN)
SEMESTER END EXAMINATION,OCTOBER -2018
FUNDAMENTALS OF RURAL MARKETING

DURATION: 2 HOURS Date:01/11/2018   TIMING: 10:00 a.m. to 12:00 P.m. MAX.MARKS: 80

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

Q.1) Answer the following. (**Any Four**)   (4X4 = 16)

   a) Features of Rural Marketing. Explain any four points.

   b) List out the features of Business Environment.

   c) Factors influencing Consumer Behavior.

   d) Explain any four problems of Rural Marketing in India.

   e) Demerits of Rural Marketing.

   f) Needs for Tapping Rural Markets.

Q.2) Answer the following (**Any Four**)   (4X4 = 16)

   a) Co-operative Marketing.

   b) Objectives of Business Environment.

   c) Explain the Product Strategies.

   d) Micro Finance.

   e) 4' A' s of Rural Marketing.

   f) Economic & Political environment.

Q.3 (x) Describe the factors contributing to the growth of Rural Markets.   (12)
OR

   (y) Distinction between Rural Market & Urban Market   (12)

Q.4 (x) Explain the meaning & guidelines for effective segmentation.   (12)
OR
   (y) Explain the Demographic & Psychographic segmentation.   (12)

Q.5 (x) Explain the Profile of Rural Consumer.   (12)
OR
   (y) Explain the factors contributing to the change in Rural demand.   (12)

Q.6 (x) Explain the scope of Rural Marketing in India.   (12)
OR
   (y) Describe the problems faced by marketer in Rural Marketing.   (12)

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S.Y.B.COM. SEMESTER - III (CBCS PATTERN)
SEMESTER END EXAMINATION, OCTOBER – 2018
ECONOMICS OF RESOURCES   Date:03/11/2018
DURATION : 2 HOURS   TIMING: 10:00 a.m. to 12:00 noon   MAX. MARKS: 80
INTRODUCTION: - 1) All question are compulsory, however internal choice is available.
2) Figure to the right indicate full marks.

Q. 1) Answer **Any Four** of the following.   **(4X4=16)**

   i) Write a short note on Externalities.
   ii) Define Environmental Economics.
   iii) What do you mean by carbon credits.
   iv) Define Energy Audit.
   v) Briefly explain the water pricing in India.
   vi) List any four economic importance of water.

Q. 2) Answer **Any Four** of the following question.   **(4X4=16)**

   i) Explain Briefly the optimist model of Economic development and resource use.
   ii) Explain any two determinants of health.
   iii) Give any Four direct benefits of education.
   iv) Briefly explain the Concept of Human resource development.
   v) Write a short note on health status indicators in India.

Q. 3) A) Discuss the linkages between Economy and Environment.   **(12)**

OR

   B) Write a note on Environmental Impact Assessment of projects.   **(12)**

Q. 4) A) Elaborate on Pessimist model of economic development and resource use.   **(12)**

OR

   B) Explain in detail any three classifications of resources.   **(12)**

Q. 5) A) Explain the challenges faced in the water secter.   **(12)**

OR

   B) Discuss the Energy availability at the global level.   **(12)**

Q. 6) A) Examine the Links between education and economic growth and development.
      (Any Six) **(12)**

OR

   B) Discuss the link between health and economic growth and development   **(12)**
      (Any Six)

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S.Y.B.COM. SEMESTER - III (CBCS PATTERN)
SEMESTER END EXAMINATION, OCTOBER – 2018
BUSINESS ENVIRONMENT – I   Date: 01/11/2018
DURATION : 2 HOURS   TIMING: 10:00 a.m. to 12:00 noon   MAX. MARKS: 80

INTRODUCTION: - 1) All Question are compulsory.
　　　　　　　　2) Number to the right in indicate marks.
　　　　　　　　3) Q1 & Q2 to be answered in not more than 150 words.
　　　　　　　　4) Q3 to Q6 to be answered by choosing any one, either a or b.

Q.1) Answer **any four** of the following question.　　　　　　**(4X4=16)**

　　i) Any 4 features of Business Environment.
　　ii) Explain any two internal factors affecting business environment.
　　iii) Write a short note on organisational culture.
　　iv) State and explain any 2 Reasons for migration.
　　v) Write a short note on C S R (Corporation Social Responsibility).
　　vi) State the importance of organisational culture.

Q.2) Answer any four of the following question.　　　　　　**(4X4=16)**

　　i) Write a short note on Modern Technology in Business.
　　ii) What is natural environment?
　　iii) Explain the importance to Technology in Business.
　　iv) Explain Regulatory and entrepreneurial role of Government in Business.
　　v) What are the Activities of Panchayat? And their impact on business.
　　vi) Write a note on state Intervention in Business.

Q.3) a) Explain in detail the scope of business with a neat labeled flow chart.　　**(12)**

OR

　　b) Explain in brief the external factors affecting the Business Environment.　　**(12)**

Q.4) a) Write a note on culture and features of culture.　　　　　　**(12)**

OR

　　b) State and explain the composition of Demographic Environment.　　**(12)**

Q.5) a) Explain in details various aspects of natural environment.　　　　**(12)**

OR

　　b) Write a note on Technological Environment and impact of technological
environment on business.　　　　　　　　　　　　　　　　**(12)**

Q.6) a) Explain in brief the meaning of Government intervention in business and types or
forms of intervention made by the Govt.
OR

　　b) Write a note on Local self government and various functions performed by Local
　　self Govt.　　　　　　　　　　　　　　　　　　　　**(12)**

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S.Y.B.COM. SEMESTER - III (CBCS PATTERN)
SEMESTER END EXAMINATION, OCTOBER – 2018
BUSINESS LAW   Date: 01/11/2018
DURATION : 2 HOURS   TIMING: 10:00 a.m. to 12:00 noon   MAX. MARKS: 80
INTRODUCTION: 1) All Question are compulsory, however internal choice is available.
2) Figures to right indicate maximum marks.

Q.1) Write short notes on **Any Three** of the following.   **(4X3=12)**

   a) Define Proposal.
   b) Mention kinds of Agreement.
   c) Distinguish between agreement and Contract.
   d) Define Conditions.
   e) Explain Rights of an unpaid seller against the goods.

Q.2) Write short note on **Any Four** of the following.   **(4X3=12)**

   a) Define Conciliation.
   b) Mention kinds of Arbitration.
   c) Explain Termination of Arbitral Proceeding.
   d) Define Promissory Note.
   e) Short note on Endorsement.

Q.3) A) Define contract. Mention its essentials under Indian Contract Act, 1872.   **(12)**
OR
 Q.3) B) State Contract of Sale. Explain Conditions and Warranties under sale of Goods Act, 1930.   **(12)**

Q.4) A) Define Arbitration. Explain Jurisdiction of an Arbitral Tribunal under Arbitration and Conciliation Act, 1996.   **(12)**
OR
Q.4) B) Explain Negotiable Instrument. State its characteristics. Mention different types of Negotiable Instruments under Negotiable Instrument Act, 1881.   **(12)**

Q.5) A) Explain Free Consent under Indian Contract Act, 1872. Distinguish between Sale and Agreement to sell under Sales of Goods Act, 1930.   **(12)**
OR
Q.5) B) Illustrate Conciliation under Arbitration and Conciliation Act, 1996. Distinguish between Holder and Holder in due Course under Negotiable Instrument Act, 1881.   **(12)**

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S.Y.B.COM. SEMESTER - III (CBCS PATTERN)
SEMESTER END EXAMINATION, OCTOBER – 2018
ENTREPRENEURSHIP DEVELOPMENT   Date: 01/11/2018
DURATION : 2 HOURS   TIMING: 10:00 a.m. to 12:00 noon   MAX. MARKS: 80
INTRODUCTION: 1) All Question are compulsory, however internal choice is available.
　　　　　　　2) Answer Q. 1 & Q. 2 in around 100 words each.
　　　　　　　3) Answer Q. 3, Q. 4, Q.6 in around 400 words.
　　　　　　　4) Figures to the right indicate full marks to the question.

Q. 1) Write a short notes on **Any Four** of the following.　　　　(4X4=16)

　　　a) Qualities of an Entrepreneur.
　　　b) Intrepreneur V/S Entrepreneur.
　　　c) Self help group.
　　　d) Integrated theory of Entrepreneurship.
　　　e) Sources of Business ideas.
　　　f) Objectives of Marketing Research.

Q. 2) Write a short notes on **Any Four** of the following.　　　　(4X4=16)

　　　 i) Importance of Project Report.
　　　ii) Techno economic analysis as a part of Project formulation.
　　　iii) Recent Trends in Entrepreneurship.
　　　iv) C I B A – (center for Incubation Business Acceleration)
　　　 v) Importance of Innovation in business.
　　　vi) Role of Incubation centers.

Q. 3) (a) Discuss the Role of Entrepreneurs in economic development.　　(12)
　　　　　　　　　　OR
　　　(b) Explain in detail the types Entrepreneurs.　　　　　　　(12)

Q. 4) (a) Explain the factors considered for environmental scanning.　　(12)
　　　　　　　　　　OR
　　　(b) Explain in detail the steps in identification of Business opportunity.　(12)

Q. 5) (a) State & explain the contents of Project Report.　　　　(12)
　　　　　　　　　　OR
　　　(b) Explain the factors influencing Project Selection　　　　(12)

Q. 6) (a) Discuss the factors to be considered for purposeful innovation.　(12)
　　　　　　　　　　OR
　　　(b) Discuss the principles given by peter Drucker for purposeful
　　　　　Innovation.　　　　　　　　　　　　　　　　(12)

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