

**S.Y.B.COM. SEMESTER – IV (REGULAR) NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Fundamentals of Investment**

**DURATION: 2 HOURS Date: 13/04/2019 TIMING: 10:00 a.m. To 12:00 noon  
MAX.MARKS: 80**

**INSTRUCTIONS: -**

- 1) All questions are compulsory however internal choice is available.
- 2) Figures to right indicate full marks.

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

- i) What are security market indices? Explain any four indices.
- ii) Explain call and put option with suitable example.
- iii) What are the various sources of financial information.
- iv) Write short note on Online Trading.
- v) What is the impact of taxes and inflation on 'Returns'?
- vi) Ms. Anju holds two securities in her stock portfolio, the details of which are as under:

Security	Returns	Probability of Occurrence
ONGC	14%	0.4
	18%	0.6
HDFC Bank	22%	0.6
	06%	0.2

Ms. Anju has invested 30% of her investment funds in ONGC and 70% in HDFC bank stock. What is the expected rate of return on her stock portfolio?

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

- i) Explain types of Bond risk.
- ii) Explain any four benefits of credit rating.

- iii) Write a short note on Industry life cycle.
- iv) Explain any four points highlighting the role of SEBI in investor protection.
- v) What are price patterns? Explain any two types of price patterns.
- vi) What are the initiatives taken by SEBI for increasing investor awareness.

**Q.3) A) Explain the investment decision process.**  
**(12)**

**OR**

X) Which are the various stock market participants? **(12)**

**Q.4) Answer either A and B OR X and Y**

A) A bond of Rs. 1100 par value, bearing coupon of 10% has maturing of 7 years. What is the yield to maturity (YTM) of this bond if it is currently trading at Rs 1200.  
**(08)**

B) Ankita holds an equity share which is expected to give dividend of Rs 12 at the end of one year. The expected selling price at the end of one year is Rs 130. How much price should Ankita pay to buy this share today if her expected rate of return is 16%? **(04)**

**OR**

X) Mr. Rocky holds a bond of face value of Rs 100 with coupon of 8%. The bond has maturity of 5 years but is callable after 3 year. The bond is currently trading at Rs 90 in the market. Calculate yield to call (YTC) on this bond  
**(08)**

Y) Raoji intends to buy equity shares of Adaani group which is currently trading at Rs 108. He intends to hold the share for a period of 4 years after which he will sell the share. The share is expected to give dividend of Rs. 5, Rs 7, Rs 8 and Rs 9 at the end of 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> year respectively. Raoji expects to sell the share at Rs 160 at the end of the fourth year. Should he invest in Adaani group at current price of Rs. 108 if he expects to earn 15% returns  
**(04)**

**Q.5) A) What are derivatives? Explain forwards and futures.** **(12)**

**OR**

X) What are Mutual Funds? Explain its types. **(12)**

**Q.6) A) What is Insider Trading? Explain insider trading regulations applicable in India** **(12)**

**OR**

B) What is investor awareness? Explain the role of stock exchange in investors awareness. **(12)**

**!!THE END!!**

**S.Y.B.COM. SEMESTER – IV (REGULAR)NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Accounting For Service Organisations**

**DURATION: 2 HOURS      Date: 16/04/2019      TIMING: 10:00 a.m. to 12:00 noon      MAX.MARKS: 80**

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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 notes to be part of answer wherever necessary.

**Q.1)** Prepare Revenue Account in proper form for the year ended 31<sup>st</sup> march, 2018 from the following particulars related to ASO General Insurance Co. for the year ended 2017-18. **(20 Marks)**

<b>Particulars</b>	<b>Related to direct Business</b>	<b>Related to Reinsurance</b>
<b><u>Premium:</u></b>		
Amount received	6,00,000	48,000
Receivable at beginning	36,000	4,800
Receivable at the end	48,000	7,200
Amount Paid	-	72,000
Payable at the beginning	-	6,000
Payable at the end	-	8,400

<b>Claims:</b>		
Amount paid	3,60,000	36,000
Payable at the beginning	12,000	2,400
Payable at the end	24,000	3,600
Amount recovered	-	24,000
Receivable at beginning	-	3,600
Receivable at the end	-	2,400
<b>Commission</b>		
Amount paid	14,400	2,160
Amount received	-	2,880

**Additional Information**

- 1) Interest, dividend & rent received Rs.6000
- 2) Management expenses including Rs.2,400 related to legal expenses regarding claims Rs.26,400
- 3) Provision for income tax existing at the beginning of the year was Rs.39,000 the income tax actually paid during the year Rs.33,600 & the provision necessary at the end of the year Rs.41,400
- 4) The net premium of the company during the year 2016-17 was Rs.4,80,000 on which reserve for unexpired risk @ 50% & the additional reserve @ 7.5% was created. This year, the balance to be carried forward is 50% of net premium on reserve for unexpired risk & 5% on additional reserve .

**Q.2) A)** Authorised capital of Reliance Ltd. was 2,50,000 equity shares of Rs.10 each . company issued 80% of shares at a premium of Rs. 2 per share which was entirely underwritten as follows: **(16 Marks)**

Kotak	40%
Koteca	30%
Thakkar	20 %
Ganatra	10%

Company received applications for 1,80,000 equity shares including marked applications as below:

Kotak	- 57,000 Shares
Koteca	- 60,000 Shares
Thakkar	- 22,000 Shares
Ganatra	- 21,000 Shares

Underwriters are entitled to get 8% commission on face value.

From the above information find out the liability of underwriters & give journal entries in the books of Reliance Ltd.

**B) Write short notes on:**

**(2 x 2 = 4 Marks)**

- a) Firm underwriting
- b) Marked Application.

**Q.3) A) From the following figures taken from the books of New Goa Insurance Ltd . you are required to prepare Balance sheet as on 31<sup>st</sup> march 2018 along with relevant schedules. (16 Marks)**

<b>Particulars</b>	<b>Rs.</b>	<b>Particulars.</b>	<b>Rs.</b>
Fire Funds as on 1.4.2017	6,20,000	Share Capital	6,00,000
General Reserve	3,00,000	Additional Reserve	2,20,000
Investments	20,00,000	Profit & loss A/c (1/4/2017)	50,000
Premium	18,01,022	Re insurance Premium	75,017
Claim paid	4,01,877	Claims recovered from reinsurers	14,079
Commission on Re - insurance ceded	32,011	Rents	45,000
Commission on Direct business	1,99,777	Income from investment	1,00,000
Commission on re insurance Accepted	40,100	Share Transfer fees	2,000
		Loans (Dr)	4,00,000
Outstanding Premiums	14,865	Sundry Creditors	15,000
Claim intimated but not paid (1/4/2017)	40,000	Agent Balance s (Dr)	1,80,000
		Cash in hand	20,155
Expenses of Management	2,87,965	Cash at bank	1,01,487
Audit fees	12,000	Profit & loss A/c Bal as on 31/03/2018	2,35,705
Directors fees	12,000		
Rates & taxes	3,869		

**Additional Information:**

- 1) Income tax to be provided – Rs.2,50,000
- 2) Transfers to General Reserve - RS.1,00,000
- 3) Proposed dividend – 12%
- 4) Claims intimated but not paid as on 31/3/2018 Rs.60,800
- 5) Provide reserve for unexpired risk Rs.8,63,002 as on 31<sup>st</sup> march 2018.

B) Write short notes on:

(2 x 2 = 4

Marks)

- Reinsurance
- Commission on reinsurance accepted & ceded

Q. 4) From the following information prepare the profit & loss account of HDFC Bank Ltd .

For the year ended 31<sup>st</sup> March 2018 & necessary schedules.

(20Marks)

Particulars	Rs.	Particulars	Rs.
Interest & discounts	2,30,00,000	Directors fees allowances & expenses	12,00,000
Income of investment	20,00,000	Auditors fees & allowances	8,00,000
Interest with balance with RBI	10,00,000	Law charges	5,00,000
Commission, exchanges brokerage received	80,00,000	Postage, Telegrams, Telephones	2,00,000
Profit on sale of investment	10,00,000	Repairs & Maintenance	7,00,000
Interest on deposits	65,00,000	Insurance	1,00,000
Interest on Borrowings from RBI	15,00,000	Profit & loss A/c balance on 01- 04- 2017	15,00,000
Payment to employees	70,00,000		
Rent, Taxes & Lighting	20,00,000		
Printing & stationary	15,00,000		
Advertisement & Publicity	6,00,000		
Depreciation on banks property	4,00,000		

**Other information:**

- Provide for bad & doubtful debts Rs. 6,00,000
- Make provision for income tax Rs. 10,00,000
- Provide for rebate on bills discounted Rs. 4,00,000
- Directors have proposed a dividend of Rs. 20,00,000
- 25% of the Profit is to be transferred to statutory reserve.

Q.5) A) Shruti & Pratiksha are the partners of Molyma Hotel. Their Balance sheet as on 01/04/2017 was as given below

(16Marks)

Molyma Hotel  
Balance sheet

Particulars	Rs.	Particulars.	Rs.
Capital Accounts:		Leasehold Premises	1,40,000
Shruti	1,35,000	Restaurant furniture	55,000
Pratiksha	1,00,000	Kitchen plant	35,000
Pratiksha's current A/c	2,500	Stock	6500
Creditors	12,000	Debtors	1,500

Outstanding expenses:		Shruti's current A/c	1,000
Gas	500	Prepaid Rates	200
Advertising	800	Cash at bank	12,800
Repairs	1,200		
	<b>2,52,000</b>		<b>2,52,000</b>

Cash Transactions  
For the year ended 31<sup>st</sup> March 2018

Particulars	Amount	Particulars	Amount
Balance bld	12,800	Cash purchases	52,500
Debtors	22,000	Creditors	1,00,500
Cash sales	2,83,000	Wages & Salaries	94,500
Shruti's current A/c	1,000	Repairs & Renewals	5,700
		Gas & Electricity	6,300
		Rates	4,200
		Advertising	3,100
		Salaries	
		Shruti	15,000
		Pratiksha	10,000
		Balance C/d	27,000
	<b>3,18,800</b>		<b>3,18,800</b>

Prepare Trading & Profit & loss Account for the year ended 31<sup>st</sup> March 2018 & Balance sheet as on that date after taking into account.

- 01.) Stock on 31<sup>st</sup> March 2018 Rs 5,500
- 02.) Creditors Rs 11,000
- 03.) Debtors Rs 2,000
- 04.) Accrued gas Rs 600
- 05.) Rates paid in advance Rs 250
- 06.) Repairs paid in advance 1000
- 07.) Provide depreciation
  - a) Leasehold premises Rs 7500
  - b) Restaurant Furniture 10%
  - c) Kitchen plant 10%
- 08) Partnership agreement provides
  - a) Salary to partner Pratiksha Rs 5,000
  - f) Profit & loss shared equally.

**B) What is visitors ledger? What are the contents of visitors ledger?(4 Marks)**

**Q. 6) A) From the following balances prepare Balance sheet of Maharashtra Bank Ltd. As on 31<sup>st</sup> March 2018 (16 Marks)**





**S.Y.B.COM. SEMESTER – IV (REGULAR) NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Income Tax (Direct Tax)**

**DURATION: 2 HOURS Date: 18/04/2019 TIMING: 10:00 a.m. to 12:00 noon**

**MAX.MARKS: 80**

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- INSTRUCTIONS:** - 1) Question No. 1 is compulsory  
2) Answer any 3 Questions from Q. No. 2 to Q. No. 6  
3) Figures to the right indicate full marks  
4) Working notes should form part of the answer.

**Q.1) A) Mr. Manohar an American Citizen but of Indian Origin came to India on 1<sup>st</sup> November 2010 for the first time. His total stay in India was as under. (5 Marks)**

<b>Previous years</b>	<b>Number of days</b>
2012 - 13	70
2013 - 14	195
2014 – 15	60
2015 – 16	21
2016 – 17	30

He informs you that, he came on a visit to India from 1<sup>st</sup> April 2017 to 30<sup>th</sup> June 2017. Determine his Residential Status for the Assessment year 2018 - 19.

B) Miss Saili is posted as a Senior Executive of Reliance Jio Company in Goa. She provides the following particulars for the Assessment year 2018 – 19. **(5 Marks)**

- \* Basic Salary Rs 80,000 per month
- \* Dearness Allowance Rs 52,000 per month
- \* House Rent Allowance (HRA) Rs 30,000 per month.
- \* Advance Salary Rs 4,00,000 taken to meet the expenses of her wedding.

She paid rent of Rs 19,000 per month for a house at Anjuna from 1<sup>st</sup> May 2017 to 31<sup>st</sup> December 2017. There after she got married to her boss and started staying with him. Dearness Allowance is considered for calculation of all retirement benefits. Compute amount of her taxable HRA for the Assessment year 2018 – 19.

C) Mr Moksh, a businessman, provides the following details relating to his Plant and

Machinery Account (one block of Asset) for the previous year 2017 -18. **(5 Marks)**

- 1) W.D.V. of the block on 01/04/2017 Rs 8,00,000/-
- 2) Purchase and installation of machinery on 30/06/2017 Rs 2,00,000/-
- 3) Purchase and installation of additional machinery on 31/12/2017 Rs 1,00,000/-
- 4) Sale of machinery on 05/01/2018 (cost to Rs 8,00,000) Rs 6,00,000/-
- 5) Admissible rate of depreciation on the block 25%

Compute the amount of Depreciation admissible for the block for the Assessment year 2018 – 19.

D) Mr. Hasan is engaged in the business of carriage of goods. On 01/04/2017, he owned 10 trucks (6 out of which are heavy goods vehicles). On 10/05/2017 he sold one of the heavy goods vehicle. One light goods vehicle was purchased on 14/05/2017 and was put to use from 20/06/2017. Determine his estimated income U/S 44 AE for the Assessment year 2018 – 19. **(5 Marks)**

**Q.2)** Mrs. Sundari (55 years) a Resident Individual is employed as Manager in Diamond Company Ltd. (Private company) where she received the following perquisites and salary during the Assessment year 2018 – 19. **(20 Marks)**

- Salary (Basic) Rs 6, 00,000/-
- D.A. Rs 20,000 per month
- Bonus received 2 months of basic pay
- Commission 0.1% of the turnover (Turnover Rs. 15, 00, 00,000)
- Employer's contribution to Recognized Provident Fund Rs. 3, 00,000.
- Interest credited to Recognized Provident Fund Rs. 60,000 (at 10.5%)
- Entertainment Allowance Rs. 40,000 (Amount spent Rs. 3,000 per month)
- Transport Allowances Rs 1,500 p.m. (Amount actually spent 50%)
- Children hostel expenditure allowance Rs 350 p.m. per child for 3 children.

Her investment and expenses during the year were as follows:

- 1) She paid Medical Insurance Premium on health of her husband (58 years old) Rs 15,000, on her own health Rs 13,000 and on health of dependent mother (68 years old) Rs 20,000 by cheque.
- 2) She paid LIC premium on own life Rs 36,000/-
- 3) During the year Mrs. Sundari took educational loan from State Bank of India towards the studies of her son perusing MBA at Goa University. Interest paid Rs 48,000. compute her Total Taxable Income and Tax Payable for the Assessment Year 2018 – 19.

**Q.3)** Mrs. Swati Desai (aged 66 years) a Resident Individual provides the following Profit and Loss Account of her proprietary business for the year ending 31<sup>st</sup> March 2018. **(20 Marks)**

Particulars	Amount (Rs)	Particular	Amount (Rs)
To Opening stock	55,000	By Sales	55,00,000
To Purchases	41,47,000	By Closing stock	90,000
To Freight	40,450	By Agricultural Income	60,000
To Salaries	1,15,000	By Interest on Securities	4,000
To Telephone expenses	60,400	By Dividend from Indian Company	15,000
To Drawings	5,000		
To Discount	30,450		
To Advertisement expenses	30,200		
To Sundry expenses	10,800		
To Audit fees	47,600		
To Motor car expenses (Business)	40,000		
To Donations	5000		
To GST paid	32,400		
To Advance Income Tax	8,000		
To Diwali expenses	9,200		
To Reserve for Doubtful debts	10,700		
To Depreciation on fixed assets	50,000		
To Net profit	9,71,800		
	<b>56,69,000</b>		<b>56,69,000</b>

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Additional Information:

- 1.) Closing stock as on 31/03/2017 has been valued at 10% below cost.
- 2.) Purchases included a bill of Rs 20,000 paid in cash to the supplier.
- 3.) Diwali expenses include Rs 2,500 spent to purchase a bicycle for her son.
- 4.) Advertisement includes an advertisement of Rs 2,500 in a political party's Brochure.
- 5.) Depreciation allowable as per Income Tax rules Rs 58,650/-
- 6.) Half of telephone charges are related to business.
- 7.) Donation paid to Swachh Bharat Kosh.
- 8.) She deposited Rs 1,60,000 Fixed Deposit under Tax Saving Scheme

Compute her Total Taxable Income and Tax Liability for the Assessment Year 2018 - 19

**Q.4) Answer any four of the following in relation to the Income Tax Act. (20 Marks)**

- a) Definition of Company.
- b) Scope of Total Income U/S 5, in case of an Individual.
- c) Salary U/S 17(1)



**S.Y.B.COM. SEMESTER – IV (REGULAR) NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Business Statistics II**

**DURATION: 2 HOURS    DATE: 26/04/2019    TIMING: 10:00 a.m. to 12:00 noon.    Marks: 80**

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INSTRUCTIONS:-

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

- Q.1) (a) Define the term “Scatter diagram.” Draw scatter diagram for positive correlation. **(3 Marks)**
- (b) The probability that a women doesn't know swimming is  $\frac{2}{5}$  out of 5 women considered, what is the probability that : **(6 Marks)**
- (i) 4 known's swimming.
  - (ii) At list 1 person knows swimming.
- (c) Calculate karl persons co efficient of correlation from the following data and comment on it. **(7 Marks)**

X	6	8	12	15	18	20	24	28	31
Y	10	12	15	15	18	25	22	26	28

**OR**

- Q1. (X) Define the term correlation. What are the methods use to study the correlation between two variables **(3 Marks)**
- (y) The mean of the Binomial distribution is 20 and standard deviation = 4. Calculate value of n, p, q. **(3 Marks)**
- (z) For the data  $\sum x = 55$   $\sum y = 39$   $\sum xy = 361$   
 $\sum x^2 = 485$   $\sum y^2 = 301$   $n = 7$ . Find karl pearsons are efficient of correlation. **(7 Marks)**

- Q.2 (a) Two dice are rolled simultaneously. Write the sample space for the same **(3 Marks)**
- (b) Find regression of X on Y given the following data. **(6 Marks)**  
 $n= 5$   $\sum x = 20$   $\sum y = 20$   $\sum xy = 76$   $\sum x^2 = 90$   $\sum y^2 = 90$ .  
Also estimate X when Y=9
- (c) A sample of size 100 was taken and sample mean was found to be 32. if variance of sample is 25. Test hypothesis using 5% level of significances whether the sample taken from population with mean 35. **(7 Marks)**

**OR**

- (x) Define **(3 Marks)**  
(1) Sample space

- (2) Independent event
- (3) Probability

(y) For data given find salary when service is 12 years using regression line  
(6 Marks)

Service X	1	2	3	5	8	12	15
Service Y	16	18	21	23	26	29	31

(z) It is found that from random sample of 800 girls from college 435 are studious girls. Can we conclude that majority of girls are studious? use 1% level of significance. (7 Marks)

- Q.3(a)** Write short note on stratified random sampling. (3 Marks)
- (b) A dice is thrown with no 1 to 6. What is the chance of getting nos. (6 Marks)
- (1) Odd no or no divisible by 3.
  - (2) Odd no or no less than 5.
- (c) Marks accord by 1000 candidate in certain exam are normally distributed with mean = 500 S.D = 100, obtain No of candidates having (7 Marks)
- (1) Marks bet 400 and 600
  - (2) Less than 400
  - (3) More than 400
- (Area bet 0 to 1 = 0.3413)

**OR**

- (x) Write down any 4 sampling methods using in statistical survey. (3 Marks)
- (y) A box contains 36 tickets No 1 to 36. 1 ticket drawn at random. Find probability the (6 Marks)
- (1) No on tickets is divisible by 3 or perfect square.
  - (2) No on tickets is divisible by 2 or perfect square.
- (z) Weekly wages of 1000 workers are normally distributed with mean = 70 and S.D=25. Find No. of workers with (7 Marks)
- (1) Wages less than 72
  - (2) More than 72
  - (3) Bet 70 and 72
- (Area bet 0 to 0.4 = 0.1554)

- Q.4** (a) Write formulas for (3 Marks)
- (1) Binomial Distribution
  - (2) Poisson Distribution
  - (3) Normal Distribution

(b) Calculate Rank correlation coefficient for following data and hence comment. **(6 Marks)**

Judge 1	2	1	4	6	3	7	6	5
Judge 2	2	1	3	7	4	8	5	6

(c) Find the missing value using binomial expansion method. **(7 Marks)**

X	4	5	6	7
F <sub>x</sub>	48	X	294	900

**OR**

(x) Find mathematical Expectation of following **(3 Marks)**

X	1	2	3	4	5	6	7	8
(x)	4	6	8	10	12	14	16	18

(y) Calculate Rank correlation coefficient for following data and comment. **(6 Marks)**

Marks 1	35	37	38	42	44	46
Marks 2	40	32	34	42	41	31

(z) Prepare a difference table for the following data.

$$f_1 = 4 \quad f_2 = 7 \quad f_3 = 18 \quad f_4 = 43 \quad f_5 = 88 \quad f_6 = 92 \quad f_7 = 104 \quad f_8 = 120$$

**(7 Marks)**

**Q.5)** (a) No. of complaints received by super market is random variable having Poisson distribution where  $m=3.3$  find probability of exactly 2 complaints are given on day. ( $e^{-3.33} = 0.037$ ) **(3 Marks)**

(b) From following data obtain find **(6 Marks)**

X	5	10	15	20
F <sub>x</sub>	9.6	12.9	17.1	23.2

(c) A bag contains 4 Red and 5 Black colored pens. 3 pens are drawn at random Without replacement find probability of getting **(7 Marks)**

- (1) 3 pens of same colour
- (2) Alternate colours

**OR**

(x) Find mean values of X and Y **(3 Marks)**

$$X - 2y + 50 = 0$$

$$2X - 3y + 10 = 0$$

(y) For the data given below, obtain the form of polynomial function that can be best fitted. Hence interpolate  $f_5$  and extrapolate  $f_{10}$  **(6 Marks)**

X	1	3	4	8
F <sub>x</sub>	9.6	15.1	17.2	30.1

(z) Person A can hit the ball on target in 3 times in 5 shots. B can hit 2 times in 5 shots and C in 3 times in 4 shots.

**(7 Marks)**

- Find probability all persons that hitting the target.
- At least 1 person will hit the ball.

!!!!!!!!!!!!!!!!!!!!!!!!!!!! THE END !!!!!!!!!!!!!!!!!!!!!!!!!!!!!

**S.Y.B.COM. SEMESTER – IV (REGULAR)NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019  
Business Environment-II**

**DURATION: 2 hours    DATE: 26/04/2019 at 10.00 a.m. to 12.00 noon    MAX. MARKS: 80**

**INSTRUCTIONS:** i) All the question are compulsory, however internal choice is available  
ii) Figures to the right indicate full marks.

Q1) Answer any four of the following . .  
(4X4=16)

- Characteristic of socialist Economy.
- Objectives of Fiscal policy.
- Short note on EXIM policy.
- Write in brief types of economic system.
- Write a case study on RTI Act 2005.
- What are Penalty Provisions under RTI.

Q2) Answer any four of the following question. (4X4=16)

- Write a short note on foreign Capital.
- Features of globalization.
- Case study on CSR in Goa.
- Environmental issues in Goan industries
- Functions of GCCI.
- Explain in brief features of Privatisation

Q3) A) State & Explain the Components of economic Environment of Business. (12)  
OR

B) Discuss the types of Economic Policies adopted by government to achieve economic objectives (12)

Q4) A) Explain in detail Components of legal environment of business. 12)  
OR

B) 1. Define consumer Protection Act 1986 and State its objectives. (6)

2. Define environment Protection Act 1986 & State its features . (6)





**S.Y.B.COM. SEMESTER – IV (REGULAR)NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Companies Act & IPR Laws**

**DURATION: 2 HOURS DATE: 27/04/2019 TIMING: 10:00 a.m. to 12:00 noon**

**MAX.MARKS: 60**

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**INSTRUCTIONS:** - 1) All questions are compulsory, however internal choice is available.

2) Figures to the right indicate maximum marks.

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

- a) Define Memorandum.
- b) Mention kinds of Companies.
- c) State characteristics of company.
- d) Explain Management of companies.
- e) Distinguish between Managing director and Manager.

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

- a) Define Auditor.
- b) Mention ways of removal of Auditor.
- c) State provision relation to Books of Accounts.
- d) Explain Patentable Invention.
- e) Distinguish between Colour Trade Mark and Sound Trade Mark.

**Q.3) A) State Memorandum of Association; its form and contents. (12)**

**OR**

B) Explain Management of companies; it's Appointment of Directors. (12)

**Q.4) A) State an Appointment of Auditor; it's Qualifications. (12)**

**OR**

B) Explain Copyright Act 1957; its objective, characteristics and term of copyright. (12)

**Q.5) A) Illustrate Regulatory framework of companies. State company meetings and its kinds. (8/4)**

**OR**

B) Illustrate concept, modes of winding up.

Explain specification under patent Act and its kinds. (8/4)

**S.Y.B.COM. SEMESTER – IV(REGULAR)NEW SYLLABUS**

**SEMESTER END EXAMINATION, APRIL -2019**  
**COLLECTIVE BARGAINING & NEGOTIATION SKILLS**

**DURATION: 2 HOURS DATE:27/04/2019 TIMING: 10:00 a.m. to 12:00 p.m.**  
**MAX.MARKS: 80**

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**INSTRUCTIONS:** - 1) All questions are compulsory , however internal choice is Available.

2) Figure to the right indicate full marks.

**Q.1) Write short note on Any four of the following (4×4=16)**

- a) Characteristic of collective Bargaining.
- b) Behavioral Theory of Labour Negotiation.
- c) Pre-requisites of Collective Bargaining.
- d) Collective Bargaining practices in India.
- e) Hicks Bargaining model.
- f) Difficulties in Bargaining Process.

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

- a) Distinguish between Bargaining & Negotiation.
- b) Impact of grievance on employees and management.
- c) Features of Negotiations.
- d) Causes of grievance.
- e) Skill required for negotiation.
- f) Approaches to negotiation Process.

**Q.3) A) State & Explain the forms of collective Bargaining. (12)**

**OR**

**B) Explain the Critical issues in collective Bargaining. (12)**

**Q.4)A) Explain in details levels of collective Bargaining (12)**

**OR**

**B) What is the procedure to be followed for collective Bargaining in India. (12)**

**Q.5) A)Discuss steps required to be taken to prepare for your next negotiation (12)**

**OR**

**B) State & explain the stages of Negotiation Process. (12)**



**S.Y.B.COM. SEMESTER – IV (CBCS)**  
**SEMESTER END EXAMINATION, APRIL - 2019**

**COMPUTER APPLICATIONs FOR BUSINESS**

**DURATION: 1and 1/2 HOURS    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 notes on (i) Electronic Data Interchange (EDI) (ii) Digital signature **(5+5=10)**

B) Discuss the various models of e-commerce. **(5)**

**OR**

X) What is e-retailing? Explain the popularity and benefits of e-retailing. **(10)**

Y) Explain e-commerce application in online travel services. **(5)**

Q.2 Answer the following question

A) What is database? How to apply DBMS in accounting. **(2+8=10)**

**OR**

X) Explain record, attribute, primary key with suitable example. Explain the utility of report in DBMS. **(4+6=10)**

Q.3) Answer the following question

A) What is ERP? Explain advantages and disadvantages of ERP. **(6)**

**OR**

X) Explain the role of ERP in material management. **(6)**

Q.4) Answer the following question

A) Write a note on security dimension of E-commerce. **(9)**

**OR**

X) Write short note on: i) Hacking ii) Cyber vandalism. **(9)**

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**S.Y.B.COM. SEMESTER – IV (REGULAR) NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2019**

**Indian Economy**

**DURATION: 2 HOURS Date: 30/04/2019 TIMING: 10:00 a.m. to 12:00 noon Max Marks: 80**

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**INSTRUCTIONS:-**

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

**Q1) Answer any four of the following in brief:- (4X4=16).**

- i) Write a short note on economic growth.
- ii) Briefly explain the concept of Human Development Index.
- iii) Write a short note on Nehru-Mahalanobis model of industrial growth.
- iv) Discuss in brief the policies for agriculture and rural development.
- v) Give any two points of impact of New Industrial Policy 1991.
- vi) Write a short note on experience of growth in the different phases of growth and policy regimes.

**Q2) Answer any four of the following in brief:- (4X4=16).**

- i) What is Demographic Dividend?
- ii) Write a note on composition of National Income.
- iii) Give any four challenges faced by Micro, Small and Medium industries.
- iv) Explain any one agreement of World Trade Organization.
- v) Discuss the concept of Minimum support price.
- vi) Write a short note on Farmers suicides.

**Q3.) A) Discuss any six factors determining economic development. (12 Marks)**

**OR**

**Q.3) B) Discuss any six characteristics of under developed countries. (12 Marks)**

**Q.4) A) Comment on poverty, inflation and unemployment as features of Indian economy. (12 Marks)**

**OR**

**Q.4) B) Explain the concept of gender composition and the issue of missing women in India. (12 Marks)**

**Q.5) A) Explain any four achievements of economic planning in India. (12 Marks)**

**OR**

**Q.5) B) Discuss the Industrial policy Resolution 1956 (any four) (12 Marks)**

**Q6.) A) Explain the present structure of industry in the Indian Economy. (any six points) (12 Marks)**

**OR**

**Q.6) B) Discuss the Export-Import policies of Government of India. (12 Marks)**

**S.Y.B.COM. SEMESTER – II (REGULAR) NEW SYLLABUS (CBCS)  
SEMESTER END EXAMINATION, APRIL - 2018**

**Compensation Management**

**DURATION: 2 HOURS DATE: 30/04/2019 TIMING: 10:00 a.m. to 12:00 noon**

**MAX.MARKS: 80**

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INSTRUCTIONS: - 1) All questions are compulsory, however internal choice is available.

2) Figures to the right indicate maximum marks.

**Q.I) Write Short notes on Any Four of the following.**

**(4X4 = 16)**

- i) Concepts of compensation and its objectives.
- ii) Performance evaluation and its features.
- iii) Executive compensation.
- iv) Features of job evaluation.
- v) Profit sharing scheme.
- vi) Types of fringe benefits.

**Q.II) Answer any Any Four of the following.**

**(4X4 = 16)**

- i) Retirement benefit.
- ii) International compensation.
- iii) Methods of individual internal plan.
- iv) Compensation strategy and its key components.
- v) Work man compensation Act 1923.
- vi) Bonus Act 1965.

**Q.III) i) Explain the principals of compensation management.**

**(12)**

**OR**

ii) Explain the theories of compensation.

**(12)**

**Q.IV) i) Explain the components of International Compensation.**

**(12)**

**OR**

ii) Explain the Approaches of International Compensation.

**(12)**

**Q.V) i) Explain payment of Gratuity Act 1972 and explain state insurance Act 1948. (12)**





- Q.2)** U) Qualities of a good salesman  
V) Pre-approach  
W) Sales contests  
X) Sales Research  
Y) Performance Measurement  
Z) Closing the sale **(4x4=16)**
- Q.3)** x) Explain the process of Prospecting **(12)**  
**OR**  
y) Explain the steps in the process of Approach **(12)**
- Q.4)** X) Explain the objectives of Sales Management **(12)**  
**OR**  
Y) How do you carry out Sales planning and control? **(12)**
- Q.5)** X) Explain the structure of a sales organization **(12)**  
**OR**  
y) Discuss the functions and responsibilities of a Sales Manager **(12)**
- Q.6)** x) Explain the process of Recruitment of salesmen **(12)**  
**OR**  
y) Discuss the different forms of training the sales force. **(12)**

!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!The End !!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!!