

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-101

B. B. A. (Semester - I) Examination - 2009

BUSINESS ORGANISATION AND SYSTEMS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) What is 'Industrial Revolution' ? Explain effects of Industrial Revolution on Business. [15]

OR

Q.1) Explain role of Multinational Companies in the Business World and explain its scope. [15]

Q.2) Explain various forms of Business Organisation and their demerits. [15]

OR

Q.2) What is Franchising ? Explain working of Franchising in Business World. [15]

Q.3) What is Business Plan ? Which factors are to be considered while preparing Business Plan ? [15]

OR

Q.3) What is Foreign Trade ? Explain procedure of Export Trade. [15]

Q.4) What is Wholesale Trade ? Explain difference between Wholesale and Retail Trade. **[15]**

OR

Q.4) What is Professionalisation ? Explain changing concepts and objectives of Business. **[15]**

Q.5) Write short notes : **(Any Four)** **[20]**

- (a) E-commerce
 - (b) Super Markets
 - (c) Business Ethics
 - (d) Import Trade
 - (e) Social Responsibility of Business
 - (f) Partnership Firms Advantages
 - (g) On-line Trading
 - (h) BPO and KPO
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Total No. of Questions : 5]

[Total No. of Printed Pages : 2

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B. B. A. (Semester - I) Examination - 2009

BUSINESS COMMUNICATION SKILLS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
 - (2) Figures to the right indicate full marks.*
 - (3) Draw figures wherever required.*
-
-

Q.1) Explain various barriers to Listening. [15]

OR

Q.1) Explain five important elements in the Process of Communication. [15]

Q.2) Explain structure and layout of a Business Letter. [15]

OR

Q.2) Write a job application letter alongwith resume to Intern Technology Ltd., for the post of Personnel Manager. [15]

Q.3) What is Circular Letter ? Write a circular letter informing about seasonal sale to the potential customers. [15]

OR

Q.3) Enumerate objectives of Group Discussion. [15]

Q.4) What is Memo ? Draft a memo to your employee, seeking explanation for frequent late marks. [15]

OR

Q.4) Explain in detail essential components of structure of a Formal Report. [15]

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P.T.O.

Q.5) Write short notes : (Any Four)

[20]

- (a) Written Communication
 - (b) Grapevine
 - (c) Importance of Meetings
 - (d) Body Language
 - (e) Customer Care
 - (f) Do's of Public Relations
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Total No. of Questions : 5]

[Total No. of Printed Pages : 7

[3672]-103

B. B. A. (Semester - I) Examination - 2009

BUSINESS ACCOUNTING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) (A) Fill in the blanks : (Any Five)

[05]

- (a) To draw two parallel lines across the face of cheque is called _____.
- (b) Sales Book is used to record all _____.
- (c) Sales – Gross Profit = _____.
- (d) Closing Stock is always valued at _____.
- (e) _____ Balance on Nominal Account shows income or gains.
- (f) The concept under which one can sell goods to himself is called _____.

(B) State whether the following statements are true or false : [05]

- (a) The expression ‘depreciation’ at 10% and 10% p.a. conveys the same meaning.
- (b) Accrual concept implies accounting on cash basis.
- (c) Cash Discount always appears in the Books of Accounts.
- (d) Accounting involves Communication.
- (e) Debit Balance in Cash Book means Bank Overdraft.

(C) Answer in brief : (Any Five) [05]

- (a) What is Net Worth ?
- (b) What is Contingent Liability ?
- (c) Who is Debtor ?
- (d) What is Goodwill ?
- (e) What are Goods ?
- (f) What is Narration ?

(D) Match the following pairs : [05]

- | ‘A’ | | ‘B’ | |
|-----------------|--------|--|--|
| (a) Business | (i) | Person whose assets are equal or exceed his liabilities | |
| (b) Income | (ii) | Commodities in which a trader deals | |
| (c) Transaction | (iii) | Amount irrecoverable from debtors | |
| (d) Capital | (iv) | Person whose assets are less than his liabilities | |
| (e) Solvent | (v) | Activity undertaken for earning profit | |
| | (vi) | Excess of Assets over Liabilities | |
| | (vii) | Dealing between Persons for Exchange of Goods and Services | |
| | (viii) | Amount received in return for services | |

Q.2) The Cash Book of Mr. Pranav showed a Bank Balance of Rs. 1,600 on 31st March, 2009. His Pass Book showed totally a different result. On comparison the following discrepancies are traced out. [12]

- (1) Cheques issued but not presented for payments prior to 31st March, 2009 amounted to Rs. 2,500.

- (2) A cheque of Rs. 6,200 deposited into bank on 30th March, 2009 is credited by bank on 3-4-2009.
- (3) A customer paid Rs. 2,000 directly into bank account which was not entered in Cash Book.
- (4) A cheque of Rs. 2,100 deposited and credited by bank was recorded as Rs. 1,200 in the Cash Book.
- (5) Payment of Insurance Premium of Rs. 900 by bank was not recorded in Cash Book.

OR

Q.2) Prepare a Trial Balance from the following : **[12]**

Purchases	1,40,000	Sales Returns	16,000
Opening Stock	1,20,000	Sales	2,00,000
Trade Expenses	16,000	Cash	20,000
Purchases Return	8,000	Outstanding Expenses	8,000
Bank Overdraft	1,00,000	Debtors	1,12,000
Creditors	24,000	Building	2,00,000
Carriage Inward	8,000	Carriage Outward	12,000
Discount Received	20,000	Loan from Ajay	60,000,
Capital	2,24,000	Salaries	50,000
Investment	20,000	Interest Received	20,000
Bank Loan	50,000	Miscellaneous Receipts	1,000
Printing and Stationery	500	Cleaning Expenses	500

Q.3) Following is the Trial Balance of Mahadev Mane of Hanumantwadi for the year ended 31st March, 2009, prepare Trading and Profit and Loss A/c. for the year ended 31st March, 2009 and the Balance Sheet as on that date :

[20]

Particulars	Debit	Particulars	Credit
Purchases	98,000	Sales	2,12,000
Wages	21,000	Mahadev Mane's Capital A/c.	1,10,000
Stock on 1-4-08	25,000	Creditors	35,000
Printing and Stationery	17,000	Return Outward	2,300
Insurance (Paid upto 30-9-09)	2,200	Loan from Shivaji	18,000
Salaries	32,000	Rent Received	3,200
Carriage Inward	10,000		
Carriage Outward	12,000		
Advertisement	14,000		
Land and Buildings	35,000		
Machinery	60,000		
Debtors	30,000		
Return Inward	2,000		
Cash	2,300		
Patents	20,000		
	3,80,500		3,80,500

Adjustments :

- (1) Closing Stock as on 31-3-09 is valued at Cost Price Rs. 32,000 and at Market Price Rs. 26,000.
- (2) Depreciate Machinery @ 10% p.a. and Patents are revalued on 31-3-09 at Rs. 18,200.

- (3) A part of building is let out at Rs. 1,000 per month from 1st December, 2008.
- (4) Outstanding Expenses are - Printing Bill Rs. 1,200, Wages Rs. 1,800, Salaries Rs. 3,800.

Q.4) Journalise the following transactions in the books of Vikram Patil of Karad for the month of March, 2009 : **[16]**

- 1 Vikram started business with Cash of Rs. 10,000, Bank Balance Rs. 25,000 and Machinery Rs. 25,000.
- 2 Bought Goods Rs. 5,000 @ 12% Trade Discount.
- 4 Received Rs. 450 as dividend on shares from Tata Motors Ltd.
- 5 Goods supplied to Sanjay Rs. 600 on Credit.
- 6 Purchased Goods Rs. 800 from Ajay.
- 7 Salary paid to Sujay, a foreman, Rs. 950.
- 9 Damage goods returned to Ajay Rs. 80.
- 12 Goods sold for Cash Rs. 1,200 to Parajay.
- 14 Rent paid by Cheque Rs. 500 to Jay.
- 17 Cash Sales Rs. 900.
- 21 Goods costing Rs. 350 distributed as free samples.
- 24 Borrowed Rs. 10,000 from Dena Bank.
- 25 Paid Rs. 700 as repairs to Motor Car.
- 27 Purchased a Cow from Digvijay for Cash Rs. 3,500.
- 28 Remitted to Ajay Rs. 680 in full settlement of his account.
- 29 Sold private motor-cycle for Rs. 18,000 and invested the same into the business.

OR

Q.4) Enter the following transactions of Mrs. Karishma in Cash Book with Cash, Bank and Discount Columns and Balance the same for March, 2009 : **[16]**

- 1 Cash in Hand Rs. 15,700, Cash at Bank Rs. 25,400.
- 3 Bought Goods for Cash Rs. 4,100.
- 9 Withdrew Rs. 500 from bank for private use.
- 15 Rs. 5,000 paid to Meera and Co.
- 20 Received Rs. 4,000 from Amjadkhan.
- 23 Rs. 6,000 paid to Shiv Dayal and Co. by cheque; discount allowed Rs. 300.
- 26 Paid into Bank Rs. 2,200.
- 28 Received Rs. 1,000 from Amirkhan in Cash.
- 30 Paid Rs. 500 for Advertisement by Cheque.
- 30 Paid Salaries to Staff Rs. 1,800.
- 30 Cash Sales Rs. 21,800
- 30 Paid into Bank Rs. 20,000.
- 31 Bought 100 shares in Hind Ltd. at Rs. 11 per Share, Brokerage paid Rs. 25 in cash.
- 31 Received Rs. 5,900 from Babita and Co., discount allowed Rs. 100.

Q.5) Briefly explain Provisions of Company Law regarding maintenance of proper Books of Account. **[12]**

OR

Q.5) Write short notes : (Any Three)

[12]

- (a) Accounting Software Packages
 - (b) Limitations of Financial Accounting
 - (c) Money Measurement Concept
 - (d) Computers and Financial Applications
 - (e) Accounting Standards
-

Total No. of Questions : 5]

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B. B. A. (Semester - I) Examination - 2009

BUSINESS ECONOMICS (MICRO)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *All questions are compulsory.*
 - (2) *Figures to the right indicate full marks.*
 - (3) *Draw neat, well labelled diagrams wherever necessary.*
-
-

Q.1) Define Business Economics. Distinguish between Micro and Macro Economics. [15]

OR

Q.1) State and explain the Law of Demand. What are the exceptions to it ? [15]

Q.2) Distinguish between Supply and Stock. What is the Law of Supply ? [15]

OR

Q.2) Explain concepts of Total Revenue, Average Revenue and Marginal Revenue. Show how they are related to each other ? [15]

Q.3) Describe with suitable example the types of Internal Economies of Scale. [15]

OR

Q.3) Critically examine Marginal Productivity Theory of Distribution. [15]

Q.4) Analyse Short Run and Long Run Equilibrium of a Firm working under Monopolistic Competition. [15]

OR

Q.4) State and explain Basic Economic Problems. [15]

[3672]-104

1

P.T.O.

Q.5) Write short notes : (Any Four)

[20]

- (a) Features of Perfect Competition
 - (b) Innovation Theory of Profit
 - (c) Cross Elasticity of Demand
 - (d) Accounting Costs and Economic Costs
 - (e) Envelope Curve
 - (f) Gross Interest and Net Interest
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

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B. B. A. (Semester - I) Examination - 2009

BUSINESS MATHEMATICS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *All questions are compulsory.*
- (2) *Figures to the right indicate full marks.*
- (3) *Logarithmic tables will be supplied on request.*
- (4) *Use of private simple electronic calculator is allowed.*

Q.1) Attempt any four of the following :

[16]

- (a) Define 'Direct Proportion'. Find fourth proportional to 2, 4, 6, x.
- (b) If price of milk is increased by 19% as a result of which a person gets 1 litre less in Rs. 100. Find original rate of milk.
- (c) The income of A, B, C are in the ratio 2 : 3 : 4 and their expenditure are in the ratio 5 : 7 : 9. If A saves $(\frac{1}{5})$ th of this income, find ratio of their savings.
- (d) If x varies directly as y and inversely as z and $x = 15$ when $y = 12$ and $z = 20$. Find y when $x = 10$ and $z = 25$.
- (e) Income of a person in year 2006 was Rs. 8,000. There is 10% increase of income in each of next 3 years. Find income at the end of 3rd year.
- (f) The monthly salaries of two person's are in the ratio 3 : 5. If each receives an increase of Rs. 200 in monthly salary, the new ratio is 13 : 21. Find their original salary.

Q.2) Attempt any four of the following :

[16]

- (a) A car having cost Rs. 1,00,000 was sold for Rs. 80,000 after 4 years. Find percentage of loss.
- (b) Explain the terms 'Trade Discount and Cash Discount'.
- (c) A Piano is sold for Rs. 42,500 at the loss of 15%. How much should it have been sold to earn a profit of 15%.
- (d) Mr. Prakash Paranjape gets 15% commission upto the sale of Rs. 40,000 and 20% on the sale exceeding Rs. 40,000. In a year his sales are Rs. 85,000. Find his commission.
- (e) An article is sold for Rs. 380 after allowing a trade discount of 20% and subsequently a cash discount of 5%. Find percentage of his sales.
- (f) What sum of money put at simple interest for two years at 8% p.a. will amount to Rs. 1,276 ?

Q.3) Attempt any four of the following :

[16]

- (a) What will be the compound interest on Rs. 25,000 for 5 years at the rate of 15% p.a. ?
- (b) If P is principal, r is rate of interest and n is period in years, then prove that compound interest for the nth year is :

$$I_n = \frac{Pr}{100} \left[1 + \frac{r}{100} \right]^{n-1}$$

- (c) Find EMI for a loan of Rs. 40,000 to be repaid in equal monthly instalment. Interest is charged at 14% p.a. on the loan outstanding at the beginning of each month and the time span is 10 years.
- (d) A man invested Rs.13,568 in 7% shares at 106 and Rs. 12,648 in 11% shares at 124. How much income would he get in all ?
- (e) Dr. Parshuram purchased shares of face value Rs. 3,200 by investing Rs. 4,000. What was market price of the share ? If the shares fetched 6% dividend, what percentage of dividend he got on his investment ?

- (f) Mr. Kiran holds 400 shares of face value of Rs. 150. For last two consecutive years he received bonus shares in the ratio 5 : 1 and 6 : 1 respectively. 25% dividend is declared in the current year. What is his income ?

Q.4) Attempt any four of the following :

[16]

- (a) Prove that

$$\begin{vmatrix} a & b & c \\ b & c & a \\ b+c & c+a & a+b \end{vmatrix} = 3abc - a^3 - b^3 - c^3$$

- (b) If any one row of the matrix A is containing all '0' elements, then what will be value of determinant of A ? Find value of |A| if

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 2 & 4 & 6 \\ 3 & 2 & 1 \end{bmatrix}$$

- (c) Compute

$$A = \left\{ 3 \begin{bmatrix} 1 & 2 & 0 \\ 0 & -1 & 3 \end{bmatrix} - \begin{bmatrix} 1 & 5 & -2 \\ -3 & -4 & 4 \end{bmatrix} \right\} \begin{bmatrix} 1 \\ 2 \\ 1 \end{bmatrix}$$

and also find A'.

- (d) Find inverse of the matrix

$$A = \begin{bmatrix} 1 & 2 & 3 \\ 2 & 4 & 5 \\ 3 & 5 & 6 \end{bmatrix}, \text{ by adjoint method.}$$

- (e) If $A = \begin{bmatrix} 2 & 3 \\ -3 & 2 \end{bmatrix}$ and $B = \begin{bmatrix} 1 & 2 \\ -2 & 1 \end{bmatrix}$,

find AB and BA. State whether $AB = BA$.

- (f) If $A = \begin{bmatrix} 1 & 1 \\ 1 & 2 \end{bmatrix}$, show that A satisfies
 $A^2 - 3A + I_2 = 0$.

Q.5) Attempt **any four** of the following :

[16]

- (a) Solve system linear equations :

$$2x - 3y = 3$$

$$4x - y = 11,$$

by using inverse of coefficient matrix.

- (b) Define the terms :

(i) Permutation

(ii) Combination

Find values of ${}^{10}P_3$ and 8C_2

- (c) If ${}^nC_8 = {}^nC_6$, find nC_3 .

- (d) Determine value of x, if

$${}^9C_4 + {}^9C_5 + {}^{10}C_6 + {}^{11}C_7 = {}^{12}C_x.$$

- (e) A committee of 3 persons is to be formed amongst 4 gentlemen and 3 ladies, so as to include atleast one gentleman and atleast one lady. In how many ways can this be done ?

- (f) In a Co-operative Housing Society there are 40 members. They want to choose a Chairmen, a Vice Chairman and a Secretary from amongst themselves. In how many different ways can they do it ?

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-106

B. B. A. (Semester - I) Examination - 2009

BUSINESS DEMOGRAPHY AND ENVIRONMENTAL STUDIES

(Theory)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) What do we mean by Fertility Rate ? Discuss various factors affecting fertility, in detail. **[16]**

OR

Q.1) Define the term Demography. Discuss its nature, scope and importance in detail. **[16]**

Q.2) Define Population Density. What are various factors affecting Density of Population ? **[16]**

OR

Q.2) Define Population Growth. What are various methods of Calculating Population Growth ? **[16]**

Q.3) Define Urbanisation. Discuss factors responsible for Urbanisation. **[16]**

OR

Q.3) Define 'Environment'. What are various types of Environment ? **[16]**

Q.4) Explain the following concepts in detail with trends : **[16]**

- (a) Working Population
- (b) Sex Ratio

OR

Q.4) Explain the following concepts in detail : **[16]**

- (a) Kyoto Protocol
- (b) Global Warming

Q.5) Short notes : **(Any Four)** **[16]**

- (a) Sources of Air Pollution
- (b) Sources of Water
- (c) Migration
- (d) Over and Under Population
- (e) Literacy Ratio
- (f) Urbanisation Trend in Developed and Developing Countries
- (g) Impact of Social and Educational Set Up on Environment

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-11

B. B. A. (Semester - I) Examination - 2009

BUSINESS ORGANISATION AND SYSTEMS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) What is Business ? Explain nature and elements of Business. [15]

OR

Q.1) What are the characteristics of Organisation ? Explain essentials of Successful Business Organisation. [15]

Q.2) What is meant by 'Public Sector' ? Explain merits and limitations. [15]

OR

Q.2) What are the objectives of Co-operative Sector ? Explain advantages of Co-operative Organisation. [15]

Q.3) What do you understand by 'Industrial Revolution' ? Explain effects of Industrial Revolution on Business. [15]

OR

Q.3) What is Line and Staff Organisation ? Explain advantages of Line and Staff Organisation. [15]

Q.4) What is Communication ? Explain importance of Communication in Business Organisation. [15]

OR

Q.4) What is 'Scientific Management' ? State techniques of Scientific Management. [15]

Q.5) Write short notes : (**Any Four**) [20]

- (a) Importance of Multinational Companies
 - (b) Effects of Acquisition
 - (c) Merits of Sole Trading Concern
 - (d) Foreign Trade
 - (e) Effects of Globalisation on Trade and Commerce
 - (f) Optimum Firm
 - (g) Buying Policies
 - (h) Labour Efficiency
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-12

B. B. A. (Semester - I) Examination - 2009

BUSINESS ECONOMICS - I

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *All questions are compulsory.*
 - (2) *Figures to the right indicate full marks.*
 - (3) *Draw neat and well labelled diagrams wherever necessary.*
-
-

Q.1) Define 'Economics'. Distinguish between Micro and Macro Economics. [15]

OR

Q.1) State and explain Basic Economic Problems. [15]

Q.2) Critically examine the Law of Demand. [15]

OR

Q.2) What is an Indifference Curve ? Explain with suitable diagrams, the properties of Indifference Curves. [15]

Q.3) Define Total Cost, Average Cost and Marginal Cost. Show their Interrelation in the Short Run. Why is the Short Run Average Cost Curve 'U' shaped ? [15]

OR

Q.3) Critically examine Ricardian Theory of Rent. [15]

Q.4) What are the characteristic features of Monopolistic Competition ? Show how an Individual Firm will attain equilibrium under Monopolistic Competition. [15]

OR

Q.4) Describe Marginal Productivity Theory of Distribution. [15]

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1

P.T.O.

Q.5) Write short notes : (Any Four)

[20]

- (a) Law of Diminishing Marginal Utility
 - (b) Demand Forecasting
 - (c) Cross Elasticity of Demand
 - (d) Concept of Returns to Scale
 - (e) Law of Supply
 - (f) Concept of Minimum Wages
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[3672]-13

B. B. A. (Semester - I) Examination - 2009

BASIC BUSINESS MATHEMATICS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.
 - (2) Figures to the right indicate full marks.
 - (3) Logarithmic tables will be supplied on request.
 - (4) Use of private simple electronic calculator is allowed.
-
-

Q.1) Attempt any four of the following :

[16]

- (a) Explain the terms :
 - (i) Continued Proportion
 - (ii) Inverse Proportion $\frac{1}{5}$
- (b) A sold a car to B at 16% profit. B sold car to C at 6% profit for Rs. 50,200. Find the price at which A has purchased the car.
- (c) Rates of Electricity Charges increased by 30%. In order to keep expenses on electricity at the same level, by what percent a family should reduce its consumption of electricity ?
- (d) Incomes of A, B, C are in ratio 4 : 5 : 6 and their expenditures are in ratio 7 : 9 : 11. If B saves $\left(\frac{1}{6}\right)^{\text{th}}$ of his income, find the ratio of their savings.
- (e) 20 men require 30 days to dig a trench 60m long, 30m broad and 2m deep. How many days will be required for 60 men to dig a trench 90m long, 60m broad and m deep ?

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1

P.T.O.

- (f) Ashok, Kailas and Parashram formed partnership by investing Rs. 60,000, Rs. 50,000 and Rs. 80,000 respectively in a business. At the end of the year the net profit was 24,000. If it is to be divided in the ratio of investments, find the amount of profit each partner received.

Q.2) Attempt any four of the following :

[16]

- (a) Define the terms :
- (i) Selling Price
 - (ii) Commission
- (b) A man sold two machines at Rs. 990 each. On one, he gained 10% and on the other, he lost 10%. Find percentage profit or loss in total transaction.
- (c) If $\frac{1}{17}$ th of the cost price is $\frac{1}{22}$ nd of selling price, 10% of Cost Price and 5% of Selling Price differ by 12. Find Cost Price and Selling Price.
- (d) The salary of a salesman was reduced from Rs. 3,000 to Rs. 2,500 but his rate of commission increased from $2\frac{1}{2}\%$ to 3%. Due to this his income increased by Rs. 100 than in previous month. Find his sales in the month.
- (e) A commission agent gets 12% commission upto a sale of Rs. 30,000 and 15% on the sales exceeding Rs. 30,000. In a month his sales are Rs. 67,000. Find his commission.
- (f) A salesman is paid a monthly salary plus commission on sale made by him. On the sale of Rs. 1,00,000 and Rs. 80,000 in two successive months made by him, he received in all Rs. 6,000 and 5,400 respectively. Find amount of fixed salary and rate of commission paid to him.

Q.3) Attempt **any four** of the following :

[16]

- (a) Explain the terms :
- (i) Present Worth
- (ii) Sum Due
- (b) A sum of Rs. 4,600 amounted to Rs. 5,250 at the rate of 6% p.a. simple interest. Find the period.
- (c) A sum of money amounts to Rs. 2,812.16 in 3 years and to Rs. 3,041.50 in 5 years. Find the sum and rate of interest.
- (d) What is the difference between Compound Interest and Simple Interest on Rs. 700 for 3 years at 12% p.a. compounded yearly.
- (e) Find rate of simple interest at which Rs. 6,800 amounts to Rs. 8,000 in 6 years.
- (f) A transistor set worth Rs. 500 is purchased by Ashok by paying Rs. 300 cashdown and Rs. 208 after 6 months. Find rate of interest charged.

Q.4) Attempt **any four** of the following :

[16]

- (a) The difference between T.D. and B.D. on a bill 6 month hence is Rs. 172. If the rate of discounting is 14%, find B.D. and T.D.
- (b) The true discount on a sum due is $\frac{1}{15}$ th of the sum. If the banker's gain is Rs. 56, find the sum.
- (c) Obtain missing expenditure on advertisement of the year 1995 from the following data :

Year	1990	1995	2000	2005
Expenditure on Advertisement (Rs.000)	85	*	120	135

- (d) A bill of Rs. 9,000 drawn on January 24, 1995 at 6 months was discounted for Rs. 8,730 at a bank. If the rate of interest is 15%, find the date of discounting.
- (e) Explain Graphical Method for Fitting of Curves.
- (f) Define the terms :
- (i) Banker's Gain
- (ii) Interpolation

Q.5) Attempt any four of the following :

[16]

- (a) Explain the term :
- (i) Immediate Annuity
- (ii) Multiple Regression Plane
- (b) Find amount of an immediate annuity of Rs. 2,500 per year payable for 14 years at 15% per annum.
- (c) A man deposits Rs. 1,000 at the end of every year in a bank and receives Rs. 3,500 at the end of 3 years. Find the rate of compound interest.
- (d) Estimate cash inflow of project in 5th year from the following table. Use interpolation technique :

Year	1	2	3	4
Cash Flow	6	8	10	11

- (e) A sewing machine worth Rs. 5,000 is purchased on installment basis under five equal annual installments including compound interest at 10% per annum. Find amount of installment.
- (f) Construct difference table for the following data :

Year	1999	2000	2001	2002	2003	2004
Sales in Lakhs Rs.	7	10	12	15	20	28

Total No. of Questions : 5]

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B. B. A. (Semester - I) Examination - 2009

BUSINESS ENVIRONMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Define 'Business Environment'. Explain its scope and significance. [15]

OR

Q.1) What are various measures taken by Government of India to improve Agricultural Marketing ? [15]

Q.2) What is Globalisation ? Enumerate its merits and demerits in the context of Indian Economy. [15]

OR

Q.2) Explain Monetary Policy. What are the objectives of Monetary Policies ? [15]

Q.3) Discuss role of Public Expenditure in a Developing Economy. [15]

OR

Q.3) Explain the term Insurance. What are the types of Insurance Policies ? [15]

Q.4) Critically examine organisation and structure of the WTO and also explain its functions and objectives. [15]

OR

Q.4) Explain what is 'Industrial Sickness' ? Discuss symptoms of a Sick Industry. [15]

Q.5) Short notes : (Any Four)

[20]

- (a) Merits of Privatisation
 - (b) Liberalisation
 - (c) Instruments of Fiscal Policy
 - (d) Objectives of SAARC (South Asian Association for Regional Co-operation)
 - (e) Exim Policy
 - (f) Types of Trades
 - (g) Internal Environment of Business
 - (h) Features of Unit Banking
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 7

[3672]-15

B. B. A. (Semester - I) Examination - 2009

FINANCIAL ACCOUNTING

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) (A) Fill in the blanks : [10]

- (a) Drawing Account is a _____ Account.
- (b) In case of an overdraft, the bank column of the Cash Book will show a _____ balance.
- (c) Gross Profit Ratio = $\frac{\text{.....}}{\text{Sales}}$ 100.
- (d) Formula to calculate Current Ratio is _____.
- (e) _____ Discount is not recorded in the Books of Accounts.
- (f) Wages Account is _____ Account.
- (g) Excess of Assets over Liabilities represents _____.
- (h) Every business transaction has _____ fold effect.
- (i) Debit what comes in and Credit what goes out is the rule of _____ Account.
- (j) The book in which every account is maintained is known is _____.

(B) State whether the following statements are **true** or **false** : [10]

- (a) Net Profit increases Capital.
- (b) Computer works according to the instructions given by a Computer Programme.
- (c) Business Entity Concept is not applicable to Sole Trading Organisation.
- (d) All Accounts of Income and Gains are Real Accounts.
- (e) Bank Pass Book is the extract of Bank Account of the Customers.
- (f) Octroi Account is Real Account.
- (g) Trial Balance is a part of Ledger.
- (h) Every adjustment appears atleast at two places in Final Accounts.
- (i) Carriage Outward and Return Outward is one and the same concept.
- (j) Goodwill is an Intangible Asset.

Q.2) The Trial Balance of Eknathrao Walke as on 31-3-2009 was as follows :

Particulars	Debit (Rs.)	Credit (Rs.)
Capital A/c.	–	2,50,000
Drawing A/c.	7,500	–
Investment	1,00,000	–
Vehicles	80,000	–
Furniture	20,000	–
Equipments	60,000	–

Particulars	Debit (Rs.)	Credit (Rs.)
Cash	5,500	–
Purchases	4,75,000	–
Sales		7,55,000
Returns	15,000	10,000
Carriage	3,500	–
Opening Stock (1-4-08)	1,46,000	–
Rent	30,000	–
Debtors	1,76,000	–
Salaries	25,000	–
Trade Expenses	3,000	–
Bad Debts	2,500	–
Reserve for Bad Debts	–	7,500
Discount	1,000	500
Creditors	–	1,26,000
Prepaid Insurance	1,000	–
Outstanding Salary	–	2,000
	11,51,000	11,51,000

Adjustments :

- (1) Closing Stock was valued at Rs. 80,000.
- (2) Depreciate - Vehicle and Furniture @ 5% p.a., Equipment @ 10% p.a.
- (3) Create 5% Reserve for Bad Debts on Debtors.
- (4) Make a provision for Discount on Debtors @ 2%.

Prepare Trading and Profit and Loss Account for the year ended 31-3-2009 and a Balance Sheet as on that date.

Q.3) Journalise the following transactions in the books of Bhimrao Ingale of Mumbai for January, 2009 : **[18]**

January,
2009

- 1 Started business with Building worth Rs. 1,00,000.
- 3 Sold Goods to Mane Sambhaji Rs. 4,200 on credit.
- 5 Borrowed Rs. 25,000 from HDFC Bank.
- 7 Bought Goods from Suresh Rs. 2,800.
- 10 Octroi paid Rs. 350 to Sushil.
- 12 Received an order from Saurabh for Rs. 5,000 for supply of goods.
- 13 Remitted to Suresh Rs. 1,800 in part payment of his dues.
- 15 Received from Mane Sambhaji defective goods of Rs. 200.
- 17 Bought Stationery for office use Rs. 350.
- 19 Distributed free samples worth Rs. 700.
- 20 Damaged Goods returned to Suresh Rs. 120.
- 21 Mane Sambhaji paid Rs. 3,450 on account to us.
- 23 Cash purchases made Rs. 2,100 from Sudesh.
- 24 Paid to Suresh Rs. 840 and settled his account.
- 26 Invested Rs. 5,000 for purchase of Kisan Vikas Patra.
- 28 Received Rs. 510 from Mane Sambhaji in full settlement of his account.
- 29 Paid Rs. 480 as interest on HDFC Bank loan.
- 30 Introduced further capital of Rs. 10,000 in business.
- 31 Withdrew Rs.1,020 from Bank of which Rs. 400 were given to Bhimrao's Wife for household expenses.

OR

Q.3) Enter the following transactions in the three columns Cash Book of Shri Sambhaji Thorat for March, 2009 : **[18]**

March,
2009

- 1 Balance of Cash in Hand Rs. 5,000 and Bank Overdraft Rs. 10,000.
- 1 Introduced additional capital of Rs. 10,000 of which Rs. 3,000 was borrowed from Canara Bank.
- 4 Received Rs. 1,500 from Ganesh and allowed him discount of Rs. 50 for despatch of second hand goods.
- 6 Transferred from Fixed Deposit A/c. after its maturity to Current A/c. Rs. 25,000.
- 9 Paid to Sunil Rs. 400 in cash and Rs. 500 by cheque, both after deducting 10% Cash Discount.
- 12 Withdrew Rs. 1,000 for office use.
- 15 Earned a discount of Rs. 40 on payment to Sachin by cheque in full settlement of Rs. 740.
- 18 Bought Goods from Shivaji Rs. 850 for cash.
- 21 Received Rs. 900 by cheque for commission from Someshwar and deposited into bank.
- 24 Bank paid Rs. 550 as interest on overdraft as per standing instructions from Sambhaji Thorat.
- 26 Received Rs. 1,400 as dividend on shares by cheque.
- 27 Canara Bank Loan was settled by cheque together with interest of Rs. 150.
- 31 Cheque received for dividend, deposited into Bank.

Q.4) From the following List of Balances, prepare a Trial Balance as on 31-3-2009 : **[12]**

Opening Stock	50,000
Purchases	2,70,000
Rent	30,000
Sales	3,20,000
Building	1,80,000
Debtors	2,90,000
Cash	55,000
Capital	9,00,000
Discount Given	3,000
General Expenses	18,000
Rates	12,000
Reserve for Doubtful Debts	5,000
Creditors	1,20,000
Purchases Returns	7,500
Drawings	14,000
Salaries	63,000
Motor Car	80,000
Motor Car Expenses	28,000
Postage	2,000
Patents	20,000
Plant	2,00,000
Repairs	37,500

Q.5) The Cash Book of Sunita showed a Debit Balance of Rs. 5,400 on 31st March, 2009 but the Bank Pass Book showed a different balance. On comparing her Cash Book and Pass Book, you find the following reasons :

- (1) Cheques amounting to Rs. 3,200 issued but not presented for payment before 31-3-2009.
- (2) Cheques paid in to bank but not collected and credited before 31-3-2009 amounted to Rs. 1,700.
- (3) Bank charges Rs. 20 debited in the Pass Book did not appear in Cash Book.
- (4) Interest credited by Bank Rs. 350 did not appear in Cash Book.

You are required to prepare a Bank Reconciliation Statement. [12]

OR

Q.5) From the following data, calculate :

- (a) Gross Profit Ratio
- (b) Current Ratio
- (c) Operating Ratio
- (d) Stock Turnover Ratio

Current Assets (Including Stock)	–	Rs. 6,40,000
Creditors	–	Rs. 1,00,000
Bills Payable	–	Rs. 60,000
Average Stock	–	Rs. 50,000
Cost of Goods Sold	–	Rs. 2,50,000
Sales	–	Rs. 4,00,000
Selling, Distribution Expenses	–	Rs. 39,000
Administrative and Finance Expenses	–	Rs. 49,000
General Reserve	–	Rs. 20,000
Capital	–	Rs. 4,00,000
Debentures	–	Rs. 2,25,000 [12]

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[3672]-16

B. B. A. (Semester - I) Examination - 2009

COMPUTER FUNDAMENTALS AND R.D.B.M.S.

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
- (2) Figures to the right indicate full marks.*
- (3) Give illustrations wherever necessary.*

Q.1) Attempt any three of the following :

[15]

- (a) Describe briefly main parts of Central Processing Unit.
- (b) Explain Role of I.S.P.
- (c) What is Memory ? Explain types of Memories in Computer.
- (d) What is the difference between D.B.M.S. and R.D.B.M.S. ?
- (e) Write a short note on M.I.C.R. and O.C.R.

Q.2) Attempt any three of the following :

[15]

- (a) What is Normalisation ? Explain its role in Database.
- (b) Explain in detail classification of ROM.
- (c) Define Extranet and explain its infrastructure.
- (d) Write short notes :
 - (i) Domain
 - (ii) Browser
- (e) Differentiate between FTP and HTTP.

[3672]-16

1

P.T.O.

Q.3) Attempt **any three** of the following : **[15]**

- (a) What is E-R Diagram ? Explain symbols of ERD.
- (b) What is Internet ? Explain its advantages and disadvantages.
- (c) What is a Web Browser ? Why is it required ?
- (d) What is World Wide Web ?
- (e) Differentiate between Secondary and Primary Storage.

Q.4) Attempt **any three** of the following : **[15]**

- (a) Explain following SQL Commands with example :
 - (i) Group By
 - (ii) Select
- (b) What are Database Users ? Explain role of D.B.A.
- (c) Explain the following terms :
 - (i) File
 - (ii) Record
 - (iii) TCP
 - (iv) Primary Key
 - (v) Foreign Key
- (d) Differentiate between LAN and WAN.
- (e) Explain briefly the following Output Devices :
 - (i) Monitor
 - (ii) Laser Printer

Q.5) Answer the following : (Any Two)

[20]

- (a) Draw neat diagram of Database Architecture and explain Components of DBMS.
 - (b) Explain various String Functions and Aggregate Functions used in SQL.
 - (c) Write short notes : (Any Two)
 - (i) Digitizer
 - (ii) Hard Disk
 - (iii) Digital Camera
 - (iv) DDL and DML
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-201

B. B. A. (Semester - II) Examination - 2009

PRINCIPLES OF MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) *All questions are compulsory.*

(2) *Figures to the right indicate full marks.*

Q.1) Define the term Management. Explain different functions of Management. [15]

OR

Q.1) “Management is an art of getting work done through people.” Explain various functions of Management in light of this statement. [15]

Q.2) Explain F.W. Taylor’s Contribution to Management Thought. [15]

OR

Q.2) Explain in brief different Approaches of Management. [15]

Q.3) What is Maslow’s Theory of Hierarchy of Need. [15]

OR

Q.3) State and explain various types of qualities that are required by an effective leader. [15]

Q.4) What is Strategic Management ? Explain importance of Strategic Management in India. [15]

OR

Q.4) Define Total Quality Management. What are the advantages and disadvantages ? [15]

[3672]-201

1

P.T.O.

Q.5) Write short notes : (Any Four)

[20]

- (a) Management of Change
 - (b) Essentials of Good Control System
 - (c) Importance of Co-ordination
 - (d) Unity of Command
 - (e) Delegation of Authority
 - (f) Importance of Decision-making
 - (g) Stress Management
 - (h) Barriers of Communication
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3672]-202

B. B. A. (Semester - II) Examination - 2009

PRINCIPLES OF MARKETING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Attempt *any five* questions.

(2) All questions carry equal marks.

Q.1) Explain role and functions of Marketing Manager. [16]

Q.2) Explain meaning and importance of 'Marketing Mix'. [16]

Q.3) What is Marketing ? Explain different approaches to Marketing giving example. [16]

Q.4) What is Marketing Research ? What role does it play in Effective Marketing ? [16]

Q.5) Explain factors influencing Channels of Distribution. [16]

Q.6) "Advertising sells products." - Do you agree with this statement ? Explain.

Explain the function performed in Advertising. [16]

Q.7) Write short notes : (Any Four)

[16]

- (a) Service Marketing
 - (b) Concentrated Marketing
 - (c) E-marketing
 - (d) Recent Trends in Sales Promotion
 - (e) Suggestions for Improvement of Rural Marketing
 - (f) Management's Use of Marketing Research
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-203

B. B. A. (Semester - II) Examination - 2009

PRINCIPLES OF FINANCE

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Write short notes : (Any Five) [5x4=20]

- (a) Bonus Shares
- (b) Dividend Policy
- (c) Rights of Equity Shareholders
- (d) Capitalisation
- (e) Consequences of Overcapitalisation
- (f) Limitations of Public Deposits
- (g) Borrowed Capital

Q.2) Explain process of Financial Planning in detail. [15]

OR

Q.2) Explain in detail different types of Preference Shares. [15]

**Q.3) What do you understand by Owned Capital and Borrowed Capital ?
Also explain different types of Debentures in detail. [15]**

OR

**Q.3) What do you mean by Capital Structure ? What different criteria should
be considered in determining Capital Structure. [15]**

Q.4) What is Undercapitalisation ? Also explain its causes and consequences. [15]

OR

Q.4) Define Financial Management. Explain in detail the functions of Financial Management. [15]

Q.5) What are the different sources of External Financing ? Also explain advantages and limitations of these sources. [15]

OR

Q.5) Distinguish between : [15]

(a) Shares and Debentures

(b) Equity Shares and Preference Shares

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[3672]-204

B. B. A. (Semester - II) Examination - 2009

BASICS OF COST ACCOUNTING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) (A) Fill in the blanks :

[05]

- (a) _____ ascertainment is the main function of Cost Accounting.
- (b) Material Cost, Labour Cost and Expenses are the _____ of Cost.
- (c) Advance Payment by Contractee is an agreed percentage of _____.
- (d) _____ Costing is a Form of Operations Costing.
- (e) Fixed Cost + Profit = _____.

(B) State whether the following statements are **true** or **false** : **[05]**

- (a) Cost Accounting provides information for ascertaining financial position of business.
- (b) Input Costs are Historical Costs.
- (c) Operating Costing is also known as Service Costing.
- (d) Job Costing is a Specific Order Costing Method.
- (e) Marginal Costing is a method of Costing.

[3672]-204

1

Q.2) Define Cost Accounting. How is Cost Accounting different from Financial Accounting ? [15]

OR

Q.2) Briefly explain advantages and limitations of Cost Accounting. [15]

Q.3) Write short notes : (Any Three) [15]

- (a) Cost Centre
- (b) Job Costing
- (c) Classification of Cost
- (d) Abnormal Loss
- (e) Work Certified and Work Uncertified

Q.4) The following figures have been taken from the cost records of a company for the year 2008-2009 :

	Rs.
Stock on 1-4-2008 :	
– Raw Materials	2,80,000
– Work-in-Progress	63,000
– Finished Good	1,84,000
Stock on 31-3-2009 :	
– Raw Materials	2,64,000
– Work-in-Progress	83,000
– Finished Goods	2,05,000
Purchases of Raw Materials	2,54,000
Direct Wages	1,21,000
Indirect Wages	16,000
Power	1,03,000
Sale of Finished Goods	8,00,000

Office and Administrative Expenses	45,000
Selling and Distribution Expenses	83,000
Direct Expenses	1,02,000

Prepare a Cost Sheet showing :

- (a) Prime Cost
- (b) Factory Cost
- (c) Cost of Production
- (d) Cost of Goods Sold
- (e) Total Cost
- (f) Profit [16]

Q.5) (A) The expenses budgeted for production of 10,000 units in a factory are furnished below :

	Per Unit (Rs.)
Materials	210
Labour	75
Variable Overheads	60
Fixed Overheads (Rs. 3,00,000)	30
Variable Expenses (Direct)	15
Selling Expenses (10% Fixed)	39
Distribution Expenses (20% Fixed)	21
Administrative Expenses (Fixed) (Rs. 1,50,000)	15
Total Cost per Unit	465

Prepare a budget for production of 8,000 units and 6,000 units. [12]

(B) The Sales and Profits during two years were :

Year	Sales (Rs.)	Profits (Rs.)
2007	4,50,000	60,000
2008	5,10,000	75,000

You are required to calculate :

- (a) P/V Ratio
- (b) Fixed Cost
- (c) Break-even Point
- (d) Sales required to earn a profit of Rs. 1,20,000. [12]

OR

(B) From the following information, calculate : [12]

- (a) Material Cost Variance
- (b) Material Price Variance
- (c) Material Usage Variance

Material	Standard Qty. (Kg)	Standard Price (Rs.)	Actual Qty. (Kg)	Actual Price (Rs.)
X	1,000	40	1,200	37.50
Y	1,500	50	1,800	45
Z	2,000	60	2,400	55

Total No. of Questions : 5]

[Total No. of Printed Pages : 7

[3672]-205

B. B. A. (Semester - II) Examination - 2009

BUSINESS STATISTICS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
- (2) All questions carry equal marks.*
- (3) Figures to the right indicate full marks.*
- (4) Use of statistical tables and private calculator is allowed.*
- (5) Notations have their usual meanings.*

Q.1) (A) Attempt any four of the following :

[4x4=16]

- (a) Explain in brief uses of Statistics in Industry.
- (b) What do you mean by measures of Central Tendency ?
Give a real life situation where Mode is preferable to Arithmetic Mean.
- (c) Calculate Karl - Pearson's Coefficient of Correlation from the following information :

$$n = 10, \Sigma x = 250, \Sigma y = 300, \Sigma xy = 7,900, \Sigma x^2 = 6,500, \Sigma y^2 = 10,000$$

- (d) Draw Frequency Polygon for the following frequency distribution :

Age in Years	Number of Persons
0 – 10	4
10 – 20	16
20 – 30	30
30 – 40	20
40 – 50	14
50 – 60	10
60 – 70	4

- (e) Solve graphically the following Linear Programming Problem (L.P.P.) :

$$\text{Max. } Z = 20x + 17y$$

Subject to

$$2x + 2y \leq 22$$

$$12x + 10y \leq 120$$

$$x, y \geq 0$$

- (f) Calculate Standard Deviation (S.D.) for the frequency distribution of marks of 100 candidates given below :

Marks	No. of Candidates
0 – 20	5
20 – 40	12
40 – 60	32
60 – 80	40
80 – 100	11

Q.2) Attempt **any four** of the following :

[4x4=16]

- (a) How does SRSWR differ from SRSWOR ?
- (b) Calculate Correlation Coefficient between X and Y, given equations of lines of regression as follows :

$$X + 2Y = 5$$

$$2X + 3Y = 8$$

- (c) Calculate Median for the following frequency distribution :

Speed (in kms.)	Number of Cars
60 – 65	12
65 – 70	32
70 – 75	50
75 – 80	85
80 – 85	15
85 – 90	6

- (d) The management of hotel has employed 5 cooks and 10 waiters. The monthly salaries of a cook and a waiter are Rs. 3,000 and Rs. 2,500 respectively. Find mean salary of the employees.
- (e) The Mean and S.D. of 100 observations are 40 and 5.1 respectively. It was later discovered that an observation 40 was misread as 50. Calculate correct Mean and S.D.
- (f) Calculate Coefficient of Quartile Deviation for the following data :

120, 190, 161, 203, 168, 172, 200, 116, 206, 135, 121, 205, 114, 124, 200.

Q.3) Attempt **any four** of the following :

[4x4=16]

- (a) Define Correlation. Describe various types of Correlations.
- (b) Find regression equation of x on y from the following data :
 $n = 10$, $\Sigma x = 60$, $\Sigma y = 40$, $\Sigma xy = 1,150$,
 $\Sigma x^2 = 4,160$, $\Sigma y^2 = 1,720$.
- (c) Describe the term Linear Programming Problem. Give any two real life situations where Linear Programming Problem can be applied.
- (d) The following data represents information about the goals scored by two teams in football matches :

Number of Goals Scored	0	1	2	3	4
No. of Matches by Team A	20	12	8	3	2
No. of Matches by Team B	18	10	7	6	4

Which team is more consistent ? Justify.

- (e) For the frequency distribution of number of absent days of students in a class is given below :

Number of Days Absent	Number of Students
Less than 5	25
5 – 9	50
10 – 14	125
15 – 19	37
20 – 24	13
25 and above	2
Total	252

Obtain :

- (i) Identify open end classes.
- (ii) State type of classification.
- (iii) Class mark of third class.
- (iv) Number of students absent for less than 10 days.

- (f) Present the following data using subdivided bar diagram :

Faculty \ Sex	Male	Female	Total
Arts	32	40	72
Commerce	70	40	110
Science	50	30	80
Total	152	110	262

Q.4) Attempt **any four** of the following : **[4x4=16]**

- (a) Explain concept of Regression and state any two properties of Regression Coefficients.
- (b) The following figures represent number of books issued at the counter of Commerce College Library on 8 different days :
96, 98, 75, 80, 102, 100, 94, 75

Calculate Mean, Median and Mode of the Data.

- (c) Explain concept of Dispersion and Relative Measures of Dispersion.
- (d) Determine an initial basic feasible solution to the following transportation problem by using North West Corner Method. Also find corresponding cost of transportation :

		Destination					Supply
		D₁	D₂	D₃	D₄	D₅	
Source	A	2	11	10	3	7	4
	B	1	4	7	2	1	8
	C	3	9	4	8	12	9
Demand		3	3	4	5	6	21

(e) Explain meaning of Transportation Problem. Give any one real life situation where transportation problem can be applied.

(f) Obtain a feasible region graphically for the following L.P.P. :

$$\text{Min. } Z = 20x + 40y$$

Subject to

$$36x + 6y \leq 108$$

$$x + 12y \leq 36$$

$$2x + y \leq 10$$

$$x, y \geq 0$$

Q.5) Attempt **any two** of the following :

(a) (i) A company manufactures two kinds of Industrial Batteries, Super and Excel. The profits are Rs. 40 and Rs. 30 per battery respectively. Super Battery requires twice as much time as required for Excel and if all batteries were of Excel make, the company would make 1000 batteries per day. The raw material for both the batteries is common and is sufficient to produce 800 batteries per day (both Super and Excel combined). The outer castings for the batteries are procured from two different local suppliers. The suppliers of Super model can deliver only 400 castings per day while the supplier of Excel model can supply 700 castings per day. Formulate above problem to determine the quantity of each battery to be produced to maximize profit. [06]

(ii) Explain an Attribute with an illustration. [02]

- (b) (i) Determine an initial basic feasible solution to the following transportation problem by using Matrix Minimum Method. Also find corresponding cost of transportation :

		Distribution Centres				Supply
		1	2	3	4	
Plants	I	2	3	11	7	6
	II	1	0	6	1	1
	III	5	8	15	9	10
Demand		7	5	3	2	17

[06]

- (ii) Explain the term Constrains in LPP.

[02]

- (c) Determine an initial basic feasible solution to the following transportation problem by using Vogel's Approximation Method. Also find corresponding cost of transportation :

		Destination					Supply
		D ₁	D ₂	D ₃	D ₄	D ₅	
Source	A	7	6	4	5	9	40
	B	8	5	6	7	8	30
	C	6	8	9	6	5	20
	D	5	7	7	8	6	10
Demand		30	30	15	20	5	100

[08]

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-206

B. B. A. (Semester - II) Examination - 2009

BUSINESS INFORMATICS

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Solve *any four* questions.

(2) Draw figures wherever necessary.

Q.1) Write short notes : (Any Four) [20]

- (a) DOS
- (b) Entity Relationship Diagram
- (c) MS-Word
- (d) Control Panel
- (e) Scanner

Q.2) (A) Explain characteristics and block diagram of Computer. [10]

(B) Explain difference among RAM, ROM and EPROM. [10]

Q.3) (A) Explain features of MS-Windows. [10]

(B) Explain usage and features of MS-Access ? [10]

Q.4) (A) Explain different types of Programming Languages. [10]

(B) Explain Normalisation with example. [10]

Q.5) (A) Explain following DOS Commands with example : [10]

(a) copy

(b) format

(c) del

(d) dir

(e) tree

(B) Explain SQL statements with example : [10]

(a) CREATE

(b) SELECT

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-21

B. B. A. (Semester - II) Examination - 2009

MANAGEMENT THEORY AND PRACTICE

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Give a standard definition of ‘Management’. Explain nature of Management. **[15]**

OR

Q.1) “Management is getting things done through people.” Elaborate this statement. **[15]**

Q.2) Explain concept of Scientific Management. Explain various Techniques of Scientific Management. **[15]**

OR

Q.2) Describe Peter Drucker’s Contributions to Management Thoughts. **[15]**

Q.3) What is Communication ? Explain in detail the Process of Communication. **[15]**

OR

Q.3) Explain concept of Centralisation and Decentralisation. State in which conditions centralisation becomes necessary ? **[15]**

Q.4) What do you understand by Decision-making ? Explain steps in Decision-making. **[15]**

OR

Q.4) Do you think that Maslow's Need-Hierarchy provides a solution to the problem of Employee Motivation ? **[15]**

Q.5) Write short notes : **(Any Four)** **[20]**

- (a) Theory X and Theory Y
 - (b) Importance of Delegation
 - (c) Management by Objective (MbO)
 - (d) Qualities required for Effective Leadership
 - (e) Management of Change
 - (f) Crisis Management
 - (g) Linguistic Barriers in Communication
 - (h) Essential Steps in Control Process
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-22

B. B. A. (Semester - II) Examination - 2009

BUSINESS ECONOMICS - II

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *All questions are compulsory.*
- (2) *Figures to the right indicate full marks.*
- (3) *Draw suitable diagrams wherever necessary.*

Q.1) What are Static and Dynamic Functions of Money ? Explain 'Role of Money in Modern Economy'. **[15]**

OR

Q.1) Explain 'Say's Law of Market' in detail. **[15]**

Q.2) Critically examine the Keynesian Theory of Income and Employment. **[15]**

OR

Q.2) What do you mean by Cambridge Approach to the value of money ? Explain in detail. **[15]**

Q.3) What is 'Foreign Trade Multiplier' ? Explain functions of Foreign Trade Multiplier. **[15]**

OR

Q.3) State and explain Quantity Theory of Money. **[15]**

Q.4) Describe 'Demand Pull and Cost Push Inflation' in detail. **[15]**

OR

Q.4) State and explain Loanable Fund Theory. **[15]**

[3672]-22

1

P.T.O.

Q.5) Write short notes : (Any Four)

[20]

- (a) Boom
 - (b) Deflation
 - (c) Liquidity Trap
 - (d) Risk Aversion
 - (e) Decision Tree Analysis
 - (f) Marginal Efficiency of Capital
 - (g) Aggregate Demand and Aggregate Supply
 - (h) Capital Budgeting
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 5

[3672]-23

B. B. A. (Semester - II) Examination - 2009

BASIC BUSINESS STATISTICS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.
- (2) All questions carry equal marks.
- (3) Figures to the right indicate full marks.
- (4) Use of statistical tables and private calculator is allowed.
- (5) Notations have their usual meanings.

Q.1) Attempt any four of the following :

[4x4=16]

- (a) State merits and demerits of Mean.
- (b) Explain limitations of Statistics.
- (c) Draw histogram from the following frequency distribution :

Marks	0-10	10-20	20-30	30-40	40-50	50-60
No. of Students	3	8	15	20	10	4

- (d) Two judges X and Y ranked 8 candidates all follows. Find Spearman Rank Correlation Coefficient :

Candidate	A	B	C	D	E	F	G	H
1st Judge (X)	5	2	8	1	4	6	3	7
2nd Judge (Y)	4	5	7	3	2	8	1	6

- (e) The following table is reproduced from a memoir written by Karl Pearson.

		Eye Colour in Son	
		Not Light	Light
Eye Colour in Father	Not Light	230	148
	Light	151	471

Discuss colour of son's eye is associated with that of father.

- (f) From the data given below, construct Laspeyre's, Paashes's and Fisher's ideal price index number with base year 1995 :

	1995		1998	
	Price	Quantity	Price	Quantity
A	4	2	6	3
B	3	5	2	1
C	8	2	4	6

Q.2) Attempt **any four** of the following : **[4x4=16]**

- (a) Discuss problems in the construction of an Index Number.
- (b) Calculate Standard Deviation (S.D.) from the following frequency distribution :

Class	0-10	10-20	20-30	30-40	40-50
Frequency	7	12	24	10	7

- (c) Calculate Median for the frequency distribution given below :

Age in Years	0-10	10-20	20-30	30-40	40-50	50-60
No. of Persons	15	20	18	17	12	8

- (d) The average income of the factory workers was Rs. 270. The mean income of 70 male workers was Rs. 300. Find mean income of 30 female workers.
- (e) A.M. of 50 items is 100. At the time of calculations two items 180 and 90 were wrongly considered as 100 and 10. Find corrected A.M.
- (f) Agewise Distribution of 100 workers is as follows :

Age in Years	15-19	20-24	25-29	30-34	35-39	40-44	45-49
No. of Workers	1	12	50	18	9	6	4

Draw less than ogive curve.

Q.3) Attempt **any four** of the following :

[4x4=16]

- (a) Explain the terms :
- Positive Class Frequency
 - Negative Class Frequency
- (b) Represent the following information by a Pie Diagram :

Item	Percentage
Agriculture	12.9%
Irrigation	12.5%
Energy	27.1%
Industry	15.5%
Transport	15.9%
Social Services	16.1%

- (c) The two regression equations of variables x and y are :
 $3x - 5y + 10 = 0$ and $16x - 15y = 48$
 Find Correlation Coefficient between x and y.

- (d) The following results are available :

	Set-I	Set-II
Size	100	200
Mean	60	63
S.D.	5	6

Which set is more consistent ? Justify.

- (e) The frequency distribution is given below :

Marks	0-10	10-20	20-30	30-40	40-50
No. of Students	5	8	17	15	5

Obtain :

- (i) Class mark of third class,
 - (ii) Class width of last class,
 - (iii) Frequency of last but one class,
 - (iv) How many students get less than 40 marks ?
- (f) Describe the term Absolute and Relative Measures of Dispersion.

Q.4) Attempt **any four** of the following : **[4x5=16]**

- (a) What is Tabulation ? Explain its different parts.
- (b) Calculate Mean, Median, Mode for the following data :
10, 12, 16, 10, 9, 5, 13, 10, 17
- (c) Write a note on Coefficient of Association.
- (d) Given the following information :

$$\bar{X} = 80, \bar{Y} = 50, \sigma_x = 15, \sigma_y = 10, r = 0.4$$

Obtain two regression equations.

- (e) What do you mean by Classification ? Explain Inclusive Method of Classification.

- (f) Calculate Karl - Pearson's Coefficient of Correlation from the following information :

$$n = 10, \Sigma x = 35, \Sigma y = 170, \Sigma x^2 = 145, \Sigma y^2 = 3,426, \Sigma xy = 680$$

Q.5) Attempt any four of the following : [4x4=16]

- (a) Explain Positive and Negative Correlation with illustration.
- (b) Find mode of the distribution whose mean is 26.8 and median is 27.6. Show that the median lies between Mean and Mode.
- (c) Write a note on 'Regression'.
- (d) State requirements of good measure of Central Tendency.
- (e) The following data gives record of wages in Rs. of 30 workers. Prepare a Frequency Distribution, consider class intervals 20-40, 40-60,....

102, 113, 97, 42, 26, 45, 68, 52, 46, 94

118, 35, 128, 85, 72, 96, 24, 98, 108, 62

113, 136, 129, 36, 45, 62, 63, 70, 63, 45

- (f) Given the following frequencies, obtain remaining class frequencies :

$$(AB) = 20, (A) = 30, (\alpha) = 70, (B) = 35$$

Total No. of Questions : 7]

[Total No. of Printed Pages : 4

[3672]-24

B. B. A. (Semester - II) Examination - 2009

COST ACCOUNTING

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Question Nos. 1 and 2 are compulsory.*
 - (2) Attempt **any three** questions from the remaining.*
 - (3) Figures to the right indicate full marks.*
-
-

Q.1) (A) What is 'Cost Unit' ? Explain various Cost Units with suitable examples. [10]

(B) What is 'Overhead' ? Explain Functional Classification of Overheads. [10]

Q.2) Write short notes : (Any Three) [15]

- (a) Cost Centre
- (b) Limitations of Budgetary Control
- (c) Procedure followed in Job Costing
- (d) Variance Analysis
- (e) Contract Costing

Q.3) The Cost Accounts of United Ltd., Nashik, for the year ended 31st March, 2009 showed the following information :

Particulars of Stock	As on 1-4-2008 (Rs.)	As on 31-3-2009 (Rs.)
Raw Materials	65,000	50,000
Work-in-Progress	10,000	7,500
Finished Stock	15,000	5,000

	Rs.
Purchases of Raw Materials	2,60,000
Selling Overheads	8,000
Drawing Office Salaries	12,000
Productive Labour	1,65,000
Audit Fees	7,000
Office Expenses	2,000
Gas and Water	1,500
Rent ($\frac{2}{3}$ Factory)	15,000
Direct Expenses	10,000
Wages Outstanding	5,000
Octroi and Duty	5,000
Distribution on Cost	2,000
Sales	5,80,000

Prepare a Cost Sheet showing :

- (a) Cost of Materials Consumed
- (b) Prime Cost
- (c) Works Cost
- (d) Cost of Production
- (e) Cost of Goods Sold
- (f) Total Cost
- (g) Profit

[15]

Q.4) From the following information prepare a flexible budget at 70% and 90% plant capacity. **[15]**

Particulars	80% Capacity (Rs.)
Variable Overheads :	
Indirect Labour	12,000
Stores	4,000
Semi-variable Overheads :	
Power (30% fixed)	20,000
Repairs and Maintenance (40% variable)	2,000
Fixed Overheads :	
Depreciation	11,000
Insurance	3,000
Salaries	10,000
Total Overheads	62,000

Q.5) What is Reconciliation of Cost and Financial Accounts ? Explain how will you Reconcile Cost Accounts with Financial Accounts. **[15]**

Q.6) The following information is available :

Total Fixed Costs	Rs. 4,500
Total Variable Costs	Rs. 7,500
Total Sales	Rs. 15,000
Units Sold	5,000

You are required to calculate :

- (a) Contribution
- (b) B.E.P. in Units
- (c) Margin of Safety
- (d) Profit
- (e) Sales to Earn Profit of Rs. 6,000

[15]

Total No. of Questions : 6]

[Total No. of Printed Pages : 2

[3672]-25

B. B. A. (Semester - II) Examination - 2009

COMMUNICATION SKILLS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Attempt any four questions.*
 - (2) *Assume suitable data, if needed.*
 - (3) *Draw diagrams wherever necessary.*
-
-

- Q.1)** (A) Explain in detail the barriers to communication and the methods to overcome them. [10]
- (B) What preparatory steps are necessary for Oral Presentation ? [10]
- Q.2)** (A) What are the objectives of a Group Discussion ? [10]
- (B) Explain strategies to be considered by Interviewee during an Interview. [10]
- Q.3)** (A) What are the different types of Listening ? Explain them. [10]
- (B) Explain in detail the structure of Minutes of a Meeting. [10]
- Q.4)** (A) Explain in detail the layout of a Business Letter. [10]
- (B) Victor Publications has advertised the post of Purchase Manager, in Times of India on 13th April, 2009. Write an application for the said post along with a resume. [10]

Q.5) (A) As the Sales Manager of Modern Electronics Ltd., Mumbai, write a letter to all the principals of higher secondary schools in your town to promote sale of a new film projector your company has recently manufactured. Point out its features and facilities. **[10]**

(B) The General Manager of your company is anxious to note that 'absenteeism' is growing among the employees. He has asked you, the Personnel Manager, to study causes and suggest measures to check absenteeism. Write a memo report highlighting the trend of absenteeism, the causes related to the problem and measures to reduce the problems. **[10]**

Q.6) Write short notes : (Any Four) [20]

- (a) E-mail
- (b) Fax
- (c) Eye-contact
- (d) Difference between Listening and Hearing
- (e) Communication Process

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3672]-26

B. B. A. (Semester - II) Examination - 2009

MARKETING MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Attempt any five questions.

(2) All questions carry equal marks.

Q.1) Explain the following Core Concepts of Marketing :

- (a) Needs
- (b) Wants
- (c) Desires
- (d) Value

Q.2) What are the various company orientations towards Markets ? Explain in detail.

Q.3) Marketing Research provides critical inputs to Marketing Planning, Implementation and Control. Discuss.

Q.4) How does an indepth understanding of Consumer Behaviour help for Effective Marketing Planning ?

Q.5) Define Market Segmentation. List characteristics of a Good Market Segment. Distinguish between Mass Marketing and Segmentation-based Marketing.

Q.6) Discuss in detail the Concept of 'Marketing Mix'.

Q.7) Write notes : (Any Two)

- (a) Marketing Audit
 - (b) Technological Change and Marketing
 - (c) Marketing Environment
 - (d) Marketing Organisation
 - (e) Customer Satisfaction
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-301

B. B. A. (Semester - III) Examination - 2009

PERSONALITY DEVELOPMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Write short notes : (Any Four) [20]

- (a) Perceptions about Personality
- (b) Allports contribution towards Trait
- (c) Self Introspection Skill
- (d) Process of Self Development
- (e) Pillars of Character
- (f) Importance of Competency Mapping
- (g) Eye Contact
- (h) Importance of Time Management

Q.2) Define Personality Development. Explain the determinants of Personality Development. [15]

OR

Q.2) Elaborate on the statement "Seek first to understand and then to be understood". [15]

Q.3) What is Self-introduction ? Explain the tips for Self-introduction. [15]

OR

Q.3) What is Change Management ? Why do people Resist Change ? [15]

[3672]-301

1

P.T.O.

Q.4) Describe the importance and principles of 360* Feedback System. [15]

OR

Q.4) How will you make your Communication Effective ? Explain. [15]

Q.5) Define Self-Esteem. Explain the advantages of Self-Esteem. [15]

OR

Q.5) Define Self-Assessment. Explain the types and importance of Self-Assessment. [15]

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-302

B. B. A. (Semester - III) Examination - 2009

BUSINESS LAW

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Define 'Contract'. Explain essentials of a Valid Contract. **[15]**

OR

Q.1) Define 'Acceptance of a Proposal'. Explain legal rules as to the Acceptance of a Proposal. **[15]**

Q.2) Explain in brief the Implied Conditions and Warranties in a Contract of Sale. **[15]**

OR

Q.2) Who is a 'Consumer' ? What are his Rights under Consumer Protection Act, 1986 ? Explain. **[15]**

Q.3) State Procedure for Registration of Partnership. What are the Consequences of Non-registration of a Firm ? **[15]**

OR

Q.3) Explain provisions relating to Admission, Retirement and Expulsion of a Partner under Partnership Act, 1932. **[15]**

Q.4) Define a 'Company'. Explain various types of Companies. **[15]**

OR

Q.4) Explain provisions of Companies Act, 1956 relating to 'Appointment of Directors'. **[15]**

Q.5) Write explanatory notes : (Any Four)

[20]

- (a) Coercion
 - (b) Essentials of a Contract of Sale
 - (c) Kinds of Partnerships
 - (d) Statement in Lieu of Prospectus (Sec. 70)
 - (e) Statutory Meeting
 - (f) Features of the Consumer Protection Act, 1986
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-303

B. B. A. (Semester - III) Examination - 2009

**HUMAN RESOURCE MANAGEMENT
AND ORGANISATIONAL BEHAVIOUR**

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.*
 - (2) All questions carry equal marks.*
-
-

Q.1) Define Human Resource Management. Explain in detail importance and functions of HRM.

OR

Q.1) Define Human Resource Planning. Explain in detail process of Human Resource Planning.

Q.2) What is Performance Appraisal ? Explain modern methods of Performance Appraisal.

OR

Q.2) Which are various training methods you will use, if you are Training and Development Officer of a Multinational Company ?

Q.3) State and explain principles of 'Wage and Salary Administration'.

OR

Q.3) Define Organisational Behaviour. Explain scope and importance of OB.

- Q.4)** (A) Explain Kurt Lewin's Three Step Change Model.
(B) State Causes of Resistance to Change.

OR

Q.4) What is Management Development ? Describe Management Development Process.

Q.5) Write short notes : (**Any Four**)

- (a) Limitations of Human Resource Management
 - (b) Fringe Benefits and Employee Services
 - (c) 360° Appraisal Concept
 - (d) Types of Changes
 - (e) Transfer and Types of Transfer
 - (f) Evaluation of Training Programme
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 4

[3672]-304

B. B. A. (Semester - III) Examination - 2009

MANAGEMENT ACCOUNTING

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instruction :

All questions are compulsory and carry equal marks.

Q.1) Define the term 'Management Accounting'. Explain its objective and importance in the success of any large scale business. [16]

OR

Q.1) What is Working Capital ? Explain various factors affecting the need of Working Capital. [16]

Q.2) The following are the Balance Sheets of R.A. Limited and A.R. Limited, drawn on 31-03-2009 :

Balance Sheets

Liabilities	R.A. Ltd.	A.R. Ltd.	Assets	R.A. Ltd.	A.R. Ltd.
Share Capital	6,00,000	8,00,000	Land and Building	5,00,000	8,00,000
Reserve and Surplus	1,50,000	3,50,000	Plant and Machinery	3,00,000	7,00,000
14% Debentures	4,00,000	10,00,000	Furniture	2,00,000	4,00,000
Mortgaged Loan	1,00,000	5,00,000	Office Equipments	1,10,000	2,30,000
Sundry Creditors	2,00,000	3,00,000	Stock	3,00,000	5,00,000
Bills Payables	1,00,000	2,50,000	Sundry Debtors	1,50,000	3,00,000
Bank Overdraft	50,000	—	Cash and Bank	30,000	1,50,000
Outstanding Expenses	10,000	20,000	Bill Receivables	20,000	1,40,000
	16,10,000	32,20,000		16,10,000	32,20,000

[3672]-304

1

P.T.O.

Additional Information :

- (1) Sales during the year - R.A. Ltd. – Rs. 10,00,000
A.R. Ltd. – Rs. 15,00,000

(2) Goods are sold by both the companies @ 25% gross profit.

You are required to comment on the financial stability and overall performance of the companies by calculating :

- (a) Current Ratio
(b) Debt-Equity Ratio
(c) Inventory Turnover Ratio
(d) Fixed Assets Turnover Ratio [16]

OR

Q.2) Define the terms 'Budget' and 'Budgetary Control'. Explain the advantages and limitations of Budgetary Control System. [16]

Q.3) The following information is furnished by UOP Limited, Pune for the year 2008-09 :

- Sales Price Rs. 80 per unit
- Number of Units sold 60,000
- Direct Material Cost Rs. 30 per unit
- Direct Labour Cost Rs. 15 per unit
- Overheads Rs. 10 per unit [30% are variable]

You are required to :

- (a) Find out :
- (1) P/V Ratio
(2) Break-even Point and
(3) Margin of Safety [08]

(b) Find out the changes in your calculations in the following circumstances :

(1) If Sales Price is increased by 10%.

(2) If Fixed Cost is decreased by 10%.

(3) If Sales in units is increased by 25%.

[08]

Q.4) The following are the estimates furnished to you by Wcap Limited :

(1) Estimated Output 60,000 units.

(2) Cost Price Rs. 90 consisting of Raw Material, Labour Cost and Overheads in the ratio of 3 : 2 : 1.

(3) Raw Material and Finished Goods will remain in stock for 20 days and 10 days respectively.

(4) Work in Process will be for on an average 15 days, for which labour cost and overheads are to be considered at 60% and 50% completion stage respectively.

(5) Goods are sold at one month credit.

(6) 20% of the purchases are made by advance payment of one month, 20% are on cash basis and the remaining purchases are on 2 months credit.

(7) Wages are paid on monthly basis.

(8) Overheads are paid with 20 days time lag.

(9) The management wants to maintain minimum cash balance of Rs. 1,00,000.

Prepare a statement showing estimated working capital.

[16]

OR

Q.4) What is Fund Flow Analysis ? Explain its importance and limitations in the Analysis of Financial Statement.

[16]

Q.5) Write notes : (Any Two)

[16]

- (a) Distinction between 'Management Accounting' and 'Financial Accounting'.
 - (b) Distinction between 'Fixed Budget' and 'Flexible Budget'.
 - (c) Analysis and Interpretation of Financial Statements.
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-305

B. B. A. (Semester - III) Examination - 2009

BUSINESS ECONOMICS (MACRO)

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Define Macro-economics. Explain nature, scope and importance of Macro-economics. **[15]**

OR

Q.1) With the help of neat and well labelled diagram, explain Circular Flow of Macro-economic Activity. **[15]**

Q.2) Discuss the Keynesian Theory of Income and Employment. **[15]**

OR

Q.2) What is Demand Pull Inflation ? What are its causes ? **[15]**

Q.3) Describe Keynes' Psychological Law of Consumption. **[15]**

OR

Q.3) Explain tools and techniques of Monetary Policy. **[15]**

Q.4) What is a Business Cycle ? Explain phases and features of Business Cycle. **[15]**

OR

Q.4) Discuss Process of Income Propagation through Investment Multiplier. **[15]**

Q.5) Write short notes : (Any Four)

[20]

- (a) Distinction between GDP and GNP
 - (b) Say's Law of Market
 - (c) Principle of Acceleration
 - (d) Fiscal Policy
 - (e) Deflation
 - (f) Relation between APC, APS, MPC and MPS
-

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3672]-306

B. B. A. (Semester - III) Examination - 2009

INFORMATION TECHNOLOGY IN MANAGEMENT

(2008 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Attempt the following : (Any Four)

[20]

- (a) What is Hardware and Software ? Explain characteristics of Hardware.
- (b) Explain various Office Automation Technologies.
- (c) What is Biometrics ? Explain various Biometrics Techniques.
- (d) What is Object Orientation ? Explain with example.
- (e) Explain use of Presentation Packages.

Q.2) Attempt the following : (Any Four)

[20]

- (a) Explain ERP System of brief.
- (b) What is Knowledge Management ? Explain two approaches of Knowledge Management.
- (c) Explain different types of Operating Systems.
- (d) Explain what is Database Management System and its components ?
- (e) Define LAN, WAN and MAN. State limitations of LAN.

Q.3) Attempt the following : (Any Four)

[20]

- (a) Explain Knowledge Management Life Cycle.
- (b) Explain various benefits of ERP.
- (c) Explain OOSAD Development Life Cycle.
- (d) Explain Telecommunication System. Explain various Components of Telecommunication.
- (e) Explain various Threats to Computaized System.

Q.4) Write short notes : (Any Four)

[20]

- (a) Transaction Processing System
 - (b) Electronic Record Security
 - (c) EMS and MIS
 - (d) Object Oriented Languages
 - (e) Application Softwares
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-31

B. B. A. (Semester - III) Examination - 2009

INDIAN ECONOMY

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) State characteristics of Indian Economy as a Developing Economy. [15]

OR

Q.1) What is Economic Growth ? Distinguish between Economic Growth and Economic Development. [15]

Q.2) Explain meaning of the term Population Explosion. State measures to check Over-population. [15]

OR

Q.2) State methods of Estimating National Income. Explain briefly the difficulties in Estimating National Income. [15]

Q.3) Critically examine programmes undertaken by Government of India to alleviate poverty. [15]

OR

Q.3) What is Fiscal Policy ? State objectives and limitations of Fiscal Policy. [15]

Q.4) Define Planning. State characteristics of Planning in Mixed Economy ? State failures of Planning in India. [15]

OR

Q.4) What is a Monetary Policy ? State objectives of Monetary Policy. State scope of Monetary Policy. [15]

Q.5) Write short notes : (Any Four)

[20]

- (a) Absolute Poverty and Relative Poverty
 - (b) Tenth Five Year Plan
 - (c) Limitations of Monetary Policy
 - (d) Population and Economic Development
 - (e) Various Forms of National Income
 - (f) Difference between G.D.P. and G.N.P.
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3672]-32

B. B. A. (Semester - III) Examination - 2009

MANAGEMENT INFORMATION SYSTEM

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

*(1) Solve **any five** questions.*

(2) Figures to the right indicate full marks.

(3) Give illustrations wherever necessary.

Q.1) “Information is an essential ingredient of decision-making.” Discuss. **[16]**

Q.2) Explain in detail Types of Informations. **[16]**

Q.3) Discuss Organisation Structure and Information Needs. **[16]**

Q.4) Describe General Model of Systems. **[16]**

Q.5) Why is MIS looked upon as a strategic need of management today ? **[16]**

Q.6) What problems does the system analyst face in ascertaining information requirement at various levels of Management ? **[16]**

Q.7) Explain briefly the following : **[16]**

(a) Sub-system

(b) Behavioural Concepts in Decision-making

[3672]-32/1

Total No. of Questions : 4]

[Total No. of Printed Pages : 2

[3672]-33

B. B. A. (Semester - III) Examination - 2009

MANAGEMENT ACCOUNTING

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Answer the following in brief : (Any Five) [10]

- (a) Define the terms 'Financial Audit' and 'Cost Audit'.
- (b) What is 'Budgetary Control System' ?
- (c) Distinguish between 'Frauds' and 'Errors'.
- (d) Describe meaning of 'Activity Based Costing'.
- (e) What is 'Vouch and Post' Audit ?
- (f) What is the Primary Function of an Auditor ?
- (g) Describe importance of Capital Budget.

Q.2) Distinguish between any one of the following : [10]

- (a) 'Financial Accounting' and 'Management Accounting'
- (b) 'Continuous Audit' and 'Final Audit'

Q.3) Write notes on any three of the following : [15]

- (a) Limitations of Management Accounting
- (b) Internal Audit
- (c) Zero Based Budgeting
- (d) Kinds of Errors and Frauds
- (e) Activity Based Costing

Q.4) Answer the following in detail : **(Any Three)**

[45]

- (a) “Management of any business would become handicap in absence of effective Management Accounting System.” Discuss.
 - (b) Describe meaning and importance of ‘Cost Reduction’ and ‘Cost Control’. Explain various areas of Material Cost Control and Reduction.
 - (c) Explain various objectives and limitations of Financial Audit.
 - (d) Explain various provisions of Indian Companies Act in respect of Cost Audit.
 - (e) Explain various steps in installation of a Budgetary Control System. State limitations of such system.
-

Total No. of Questions : 8]

[Total No. of Printed Pages : 2

[3672]-34

B. B. A. (Semester - III) Examination - 2009

**HUMAN RESOURCE MANAGEMENT
AND ORGANISATIONAL BEHAVIOUR**

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Answer *any two* from section A and *any two* from section B.
 - (2) Answers to both the sections should be written in one and the same answer-book.
 - (3) Figures to the right indicate full marks.
-
-

SECTION - A

- Q.1)** Discuss in detail the important functions of HRM. **[20]**
- Q.2)** (A) What are the main resources of Recruitment ? Explain. **[10]**
(B) Explain briefly selection process generally followed in any Organisation. **[10]**
- Q.3)** (A) Define Minimum, Fair and Living Wage. **[10]**
(B) Explain different methods of Wage System. **[10]**
- Q.4)** Write short notes : **(Any Four)** **[20]**
- (a) Scope of HRM
 - (b) Training Methods
 - (c) Wage and Salary
 - (d) Career Planning
 - (e) Succession Planning

SECTION - B

- Q.5)** Explain scope and importance of Organisational Behaviour. [20]
- Q.6)** (A) Explain briefly different types of Motives. [10]
(B) Explain Theories of Motivation. [10]
- Q.7)** (A) Define Group Dynamics. [05]
(B) Explain various types of Groups formed in an Organisation. [15]
- Q.8)** Write short notes : **(Any Four)** [20]
- (a) Styles of Leadership
 - (b) S.O.B.C. Model of OB
 - (c) Work Motivation
 - (d) Management of Change
 - (e) Maslow's Need Hierarchy Theory
-

Total No. of Questions : 8]

[Total No. of Printed Pages : 3

[3672]-35

B. B. A. (Semester - III) Examination - 2009

INCOME TAX

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt *any five* questions.
 - (2) All questions carry equal marks.
-
-

Q.1) Explain provisions regarding residential status of Hindu Undivided Family and other Associations U/s. 6 of Income Tax Act, 1961. **[16]**

Q.2) Explain provisions under Income Tax Act, 1961 regarding Clubbing in Income. **[16]**

Q.3) Discuss Method of Valuation of the following perquisites for the purpose of Income Tax : **[16]**

- (1) Residential Accommodation
- (2) Free Education
- (3) Free Domestic Servants
- (4) Reimbursement of Medical Expenses

Q.4) Write short notes : **(Any Four)** **[16]**

- (a) Foreign Company
- (b) Agricultural Income
- (c) Demerger
- (d) Assessment Year
- (e) Domestic Company
- (f) Short Term Capital Gain

[3672]-35

1

P.T.O.

Q.5) Explain deductions in respect of certain payments from Gross Total Income U/s 80C, 80D and 80E. **[16]**

Q.6) Write short notes : **[16]**

- (a) Income chargeable under the head 'Income from other Sources'.
- (b) Define Annual Value. How does calculation of annual value differ based upon the nature of house property ?

Q.7) Mr. Anupam is working as General Manager of A Com Ltd., Pune. Details of his salary for the Assessment Year 2009-10 are as below :

- (1) Basic Salary Rs. 7,500 per month.
- (2) Dearness Allowance - Rs. 24,000 per annum (Consider for retirement).
- (3) Education Allowance for two children Rs. 4,400.
- (4) Travelling Allowance for his official travelling Rs. 40,000. However, he has actually spent only Rs. 30,000.
- (5) He stays in the furnished flat provided by the company. He pays Rs. 2,000 per month from his salary towards the rent. Cost of Furniture provided is Rs. 50,000.
- (6) He is also provided with a watchman and a servant whose salary is Rs. 400 per month and Rs. 300 per month respectively and is paid by the company.
- (7) He has been provided with a motor car of 1.8 liter engine capacity for his official as well as personal use. Repairs and maintenance expenses are borne by the company.
- (8) The company has contributed Rs. 18,000 to his RPF. Interest credited to his account @ 14% per annum amounted to Rs. 14,000.

Calculate Income from Salaries for Mr. Anupam for the A.Y. 2009-10.

[16]

- Q.8)** Mr. Suhas is the owner of a business. He has submitted his P and L Account for the year ending on 31-3-2009. Compute Business Income of Mr. Suhas for the A.Y. 2009-10 : **[16]**

P and L Account

Particulars	Rs.	Particulars	Rs.
To Salary	25,000	By Gross Profit	50,000
To General Expenses	7,000	By Profit on Sale of Car	15,000
To Interest on Capital	2,000	By Bad Debts recovered	5,000
To Bad Debts	1,000	By Interest on Govt. Securities	4,000
To Advertisements	2,700	By Dividend (Gross)	4,000
To Fire Insurance	1,000	By Interest on Post Office Savings A/c.	4,000
To Depreciation	3,000		
To Provision for Doubtful Debts	1,000		
To Income Tax	4,000		
To Donation	3,000		
To Car Expenses	3,000		
To Net Profit	29,300		
	82,000		82,000

Additional Information :

- (1) Depreciation allowed as per Income Tax rules Rs. 2,500 only.
- (2) General Expenses included Rs. 500 spent on printing calendars.
- (3) Advertisement include Rs. 1,000 paid for distribution of pamphlets.
- (4) General Expenses include Rs. 3,000 as a Banking Transaction Tax.
- (5) Salary includes Rs. 10,000 paid to watchman working at proprietors residence.

Total No. of Questions : 3]

[Total No. of Printed Pages : 1

[3672]-36

B. B. A. (Semester - III) Examination - 2009

RESEARCH METHODOLOGY

(2005 Pattern)

Time : 2 Hours]

[Max. Marks : 50

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) What is meant by Research ? Explain types of Research. [15]

OR

Q.1) What is Sampling ? Explain types of Sampling. [15]

Q.2) What is Tabulation ? Describe rules for preparing statistical tables. [15]

OR

Q.2) What is Report Writing ? Explain steps in writing Research Report. [15]

Q.3) Write short notes : (Any Four) [20]

- (a) Research Process
- (b) Bibliography
- (c) Hypothesis
- (d) Interview Techniques
- (e) Questionnaire
- (f) Coding

[3672]-36/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-401

B. B. A. (Semester - IV) Examination - 2009

FINANCIAL MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) All questions carry equal marks.

Q.1) What do you mean by 'Financial Management' ? Explain in brief, duties and responsibilities of Finance Manager in Modern Business Organisation.

OR

Q.1) Define Traditional and Modern Concept of Finance Function. Also explain goals of Financial Management ? Which goal is considered to be more superior and why ?

Q.2) Explain concept of Depository. Explain benefits of Depository to the Nation, Investors, Issuers and Intermediaries.

OR

Q.2) What do you mean by 'Capital Budgeting' ? Explain process of Capital Budgeting.

Q.3) Write short notes : **(Any Two)**

(a) Working Capital Cycle

(b) Forward Contract

(c) Internal Rate of Return

(d) Time Value for Money

- Q.4)** (A) Discuss in brief, Authorized Activities of Merchant Bankers.
 (B) Calculate New Working Capital requirement of XYZ Co. from the following information :

Particulars	Amount/Rs.
Annual Sales	14,40,000
Cost of Production (Including Depreciation Rs. 1,20,000)	12,00,000
Raw Material Purchased	7,05,000
Anticipated Opening Stock of Raw Material	1,40,000
Anticipated Closing Stock of Raw Material	1,25,000

Additional Information :

- (1) Inventory Norms :
 Raw Material 2 months, Work in Progress 15 days, Finished Goods 1 month.
- (2) Company enjoys a credit of 15 days on its purchases and allows one month credit on its supplies.
- (3) Assume that production carried on evenly throughout the year and minimum cash balance required Rs. 10,000. Assume 10% margin.

- Q.5)** ABC Engineering Co. is considering two investments. Each requires an initial investment of Rs. 1,80,000. The Cost of Capital is 8%. The total cash inflow after tax and depreciation for each project is as follows :

Year	Project A Rs.	Project B Rs.	PV of Re. 1 @ 8%
1	30,000	60,000	0.926
2	50,000	1,00,000	0.857
3	60,000	65,000	0.794
4	65,000	45,000	0.735
5	40,000	—	0.681
6	30,000	—	0.630
7	16,000	—	0.583

Calculate : Payback Period, Discounted Payback Period, Profitability Index and Net Present Value of both the projects.

Total No. of Questions : 3]

[Total No. of Printed Pages : 2

[3672]-402

B. B. A. (Semester - IV) Examination - 2009

INFORMATION TECHNOLOGY IN MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Q.1) Attempt any five of the following : [40]

- (a) Define Operating System. Explain types of Operating Systems.
- (b) Explain in detail Internal Security Threats with suitable example.
- (c) Discuss Process of Document Authentication in E-commerce.
- (d) Discuss characteristics of Knowledge.
- (e) Explain Object Oriented System Development with suitable illustration.
- (f) Illustrate various phases of ERP Implementation Life Cycle.

Q.2) Attempt any two of the following :

- (a) What is Communication ? What is Data Communication ?
Explain different Communication Channels. [10]
- (b) (i) Define 'Information Breach'. Explain most popular reasons
as to why people/organisations want to crack or break into
computer systems of their competitors. [05]
- (ii) Explain OOSD Advantages. [05]
- (c) What is Knowledge ? Explain types and tools of Knowledge
Management. [10]

Q.3) Write short notes : (Any Four)

[20]

- (a) MIS
 - (b) Biometrics
 - (c) Cyber Crime
 - (d) Object Oriented Languages
 - (e) Benefits of ERP
-

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3672]-403

B. B. A. (Semester - IV) Examination - 2009

INDIRECT TAXES

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt *any five* questions.
- (2) All questions carry equal marks.

-
-
- Q.1)** Explain provisions in the Central Excise Act, 1944 for Valuation of Excisable Goods with reference to retail sale price. **[16]**
- Q.2)** Explain provisions of Central Excise Rules, 2002 regarding Export of Goods. **[16]**
- Q.3)** What do you mean by 'Customs Duty' ? Discuss scope and importance of Customs Duty. **[16]**
- Q.4)** (A) Write a note on 'Goods of Special Importance' (Declared Goods) under the Central Sales Tax Act, 1956. **[08]**
- (B) Explain the term 'Dealer' under the Central Sales Tax Act, 1956. **[08]**
- Q.5)** Explain the term 'VAT'. State different schedules under which goods are classified for the purpose of Levy of Tax under the Maharashtra VAT Act, 2002. **[16]**
- Q.6)** (A) State basic two requirements that should be satisfied for treating something as 'Goods' for the purpose of Levy of Excise Duty. **[08]**
- (B) Write a note on 'Additional Customs Duty' u/s 3(1) of the Customs Act, 1962. **[08]**

Q.7) Write short notes : (Any Four)

[16]

- (a) 'Manufacture' under Central Excise Act, 1944
 - (b) Duty Drawback in Customs
 - (c) Incidence and Levy of Tax under Maharashtra VAT Act, 2002
 - (d) 'Appropriate State' under C.S.T. Act
 - (e) Fundamental Features of 'CENVAT' Scheme
-

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3672]-404

B. B. A. (Semester - IV) Examination - 2009

SERVICES MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Question No. 1 is compulsory.

*(2) Attempt **any four** out of the remaining.*

Q.1) (A) “Services plays an important role in Daily Life.” Discuss. [10]

(B) Discuss difference between ‘Tangible’ and ‘Intangible’ Products. [10]

Q.2) Discuss ‘Insurance Sector’ in detail and enlist its major players in India. [15]

Q.3) What are the challenges faced by Service Industry in India ? [15]

Q.4) Explain various Equities Services. [15]

Q.5) Write detailed note on Technology Transfer. [15]

Q.6) Write short notes : (Any Three) [15]

(a) Services Marketing Environment

(b) Nature of Demand and Supply in Service Industry

(c) ISO

(d) Demographic Changes

[3672]-404/1

Total No. of Questions : 8]

[Total No. of Printed Pages : 2

[3672]-405

B. B. A. (Semester - IV) Examination - 2009

PRODUCTION AND OPERATION MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) Question No. 8 is compulsory.

*(2) Answer **any four** from Q. Nos. 1 to 7.*

-
-
- Q.1)** Define Production Management. Explain need and scope of Production Management. [15]
- Q.2)** Describe role and function of Production Manager. [15]
- Q.3)** “Supervisor is Motivator on shop floor.” Justify. [15]
- Q.4)** Explain characteristics of the following : [15]
- (a) Batch Type Production
- (b) Mass Type Production
- Q.5)** Explain various conditions required for location of Plant. [15]
- Q.6)** Describe in detail the functions of ‘Production Planning and Control’. [15]
- Q.7)** Define Quality. Explain various types of Qualities. [15]

Q.8) Write short notes : (Any Two)

[20]

- (a) Objective of PERT and CPM
 - (b) Distinction between Wages and Salaries
 - (c) Halsey's System of Incentive Payment
 - (d) Plant Layout
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-501

B. B. A. (Semester - V) Examination - 2009

ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Define the term 'Entrepreneur'. Differentiate between – **[15]**

(a) Entrepreneur and Intrapreneur

(b) Entrepreneur and Manager

OR

Q.1) What are the Qualities of a Successful Entrepreneur ? **[15]**

Q.2) Write a detailed note on 'Role of Women in the Society'. **[15]**

OR

Q.2) "Women Entrepreneurs have to face a no. of problems." Justify. **[15]**

Q.3) Write a detailed note on various aspects of feasibility study. **[15]**

OR

Q.3) What do you mean by Venture Capital ? Narrate its importance. **[15]**

Q.4) Write a detailed note on 'Globalisation and Entrepreneurship Development in India'. [15]

OR

Q.4) Take review of Entrepreneurial Career of Late Padmashri Vikhe Paitl. [15]

Q.5) Answer **any four** of the following : [20]

- (a) Organisation and Management Function of an Entrepreneur
 - (b) Women Entrepreneurship Abroad
 - (c) Schemes Offered by ICICI
 - (d) Political Barrier to Entrepreneurship Development
 - (e) Economical Barrier to Entrepreneurship Development
 - (f) Women Association and Entrepreneurship Development
 - (g) Entrepreneur as an Employer
 - (h) Future Prospects of Women Entrepreneurship
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-502

B. B. A. (Semester - V) Examination - 2009

BUSINESS LAW

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Define the term 'Proposal'. Explain rules regarding Valid Proposal. **[15]**

OR

Q.1) What is Performance of a Contract ? State legal rules Relating to Performance of Reciprocal Promises. **[15]**

Q.2) Define the term 'Unpaid Seller'. Explain his rights against Goods and against Buyer Personally. **[15]**

OR

Q.2) Define 'Contract of Sale'. State Essentials of a Contract of Sale and distinguish between Sale and Agreement to Sell. **[15]**

Q.3) Explain law relating to dishonour of a Negotiable Instrument contained in the Negotiable Instruments Act, 1881. **[15]**

OR

Q.3) Define the term 'Negotiable Instrument'. Explain features of three types of Negotiable Instruments. **[15]**

Q.4) Define Joint Stock Company. Explain various types of Companies. [15]

OR

Q.4) Explain in brief the structure and working of Consumer Protection Councils. [15]

Q.5) Write short notes : (**Any Four**) [20]

- (a) Person of Sound Mind
- (b) Mistake in a Contract
- (c) Types of Goods
- (d) Conditions for Becoming a Holder in Due-course
- (e) Statement in Lieu of Prospectus
- (f) District Forum
- (g) Implied Warranties

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-503

B. B. A. (Semester - V) Examination - 2009

INTERNATIONAL BUSINESS AND NEW TRENDS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Explain Rationale of Companies going Global. [15]

OR

Q.1) Examine pros and cons of the growth of the Multinational Corporation. [15]

Q.2) Discuss functions and role of WTO. [15]

OR

Q.2) What do you understand by MNC ? Analyse reasons for the growing dominance of the MNCs. [15]

Q.3) What is Globalisation ? What are the benefits and ill effects of Globalisation ? [15]

OR

Q.3) Give a brief account of the differences in the Economic Environment of Business between Nations and their implications for business. [15]

Q.4) Discuss advantages and disadvantages of International Joint Ventures. **[15]**

OR

Q.4) Discuss role of the MNCs in India. **[15]**

Q.5) Write short notes : (**Any Four**) **[20]**

- (a) Theory of Absolute Advantage
 - (b) Political Environment of Business
 - (c) Failures of GATT
 - (d) Problems of Multinational Enterprises
 - (e) Features of Globalisation
 - (f) Licensing and Franchising
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-504

B. B. A. (Semester - V) Examination - 2009

PERSONALITY DEVELOPMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt all questions.
- (2) Question No. 5 is compulsory
- (3) All questions carry equal marks.
- (4) Draw figures wherever necessary.

Q.1) What is 'Personality Development' ? Which factors affect Personality Development of an Individual ? Explain. **[16]**

OR

Q.1) What is 'Group Discussion' ? Explain advantages and dis-advantages of Group Discussion. **[16]**

Q.2) Define Communication. Explain Communication Process in detail. **[16]**

OR

Q.2) Explain the following : **[16]**

- (a) Basic Assertiveness
- (b) Escalating Assertiveness
- (c) Empathic Assertiveness
- (d) I-language Assertiveness

Q.3) What is 'First Impression' ? Explain qualities necessary for making a good first impression. Also explain importance of good first impression. **[16]**

OR

Q.3) How can you make Presentations Effective ? Explain. **[16]**

[3672]-504

1

P.T.O.

Q.4) State and explain various non-verbal cues used in Communication. [16]

OR

Q.4) What is 'Positive Thinking' ? Describe Characteristics of Positive Thinker. [16]

Q.5) Write short notes : (**Any Four**) [16]

- (a) Effects of Negative Thinking
 - (b) 7C's of Communication
 - (c) Negative Thinking
 - (d) Ingredients of Group Discussion
 - (e) Handling Question - Answer Session in Presentation
 - (f) Use of Voice in GD's
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-505

B. B. A. (Semester - V) Examination - 2009

SALES MANAGEMENT

(Specialisation : Marketing)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) All questions are compulsory.

(2) Figures to the right indicate full marks.

Q.1) Discuss whether Sales Management is a part of Marketing Function.
Explain functions of Sales Department. **[15]**

OR

Q.1) What do you mean by 'Sales Management' ? Explain skills and qualifications for success in Sales Management. **[15]**

Q.2) Define Sales Training. State its importance. Explain different Methods of Training. **[15]**

OR

Q.2) What is Sales Force Management ? Explain steps involved in Sales Force Management. **[15]**

Q.3) State growing importance of Personal Selling in India. Explain E-business and E-marketing. **[15]**

OR

Q.3) Explain 'Qualities for Good Salesman'. Explain Classification of Salesmen. **[15]**

Q.4) What is 'Planning a Sales Call' ? Explain important Sales Aids used in it. [15]

OR

Q.4) What is Sales Analysis ? Explain its importance and major approaches in Sales Analysis. How is it carried on ? [15]

Q.5) Write short notes : (Any Four) [20]

- (a) On-line Marketing
 - (b) Importance of Sales Organisation
 - (c) Classification of Customers
 - (d) Objectives for Quota Setting
 - (e) Travelling Salesman
 - (f) Market Share Analysis
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 3

[3672]-506

B. B. A. (Semester - V) Examination - 2009

ANALYSIS OF FINANCIAL STATEMENTS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Discuss various Methods of Analysis in detail. [15]

OR

Q.1) Critically evaluate relevance, utility and limitations of Financial Statements with reference to Schedule VI of the Companies Act. [15]

Q.2) “Ratio Analysis is only a beginning and gives only a fraction of information needed for decision-making.” Comment on this statement in the light of limitations of Ratio Analysis. [15]

OR

Q.2) Explain different ratios indicating Short Term and Long Term Solvency of an Organisation. [15]

Q.3) Write short notes : (Any Three) [15]

- (a) Working Capital
- (b) Concept of Fund in Fundflow Statement
- (c) Factoring
- (d) Credit Analysis
- (e) Discount Policy

- Q.4)** From the following Financial Statements and additional data condensed from reports of Complex Ltd., prepare a Cash-flow Statement for the year ended 31st December, 2008. [15]

Profit and Loss Account for the year ended 31st December, 2008

Particulars	2007 Rs. ('000)	2008 Rs. ('000)
Sales	1,000	1,400
Less : Cost of Sales		
Stock (Opening)	250	120
Purchases	850	800
	1,100	920
Less : Stock (Closing)	120	160
	980	760
Gross Profit	20	640
Less : Operating Expenses	280	320
Net Profit (Loss) for the year	(260)	320
Balance of Undistributed Profit b/d.	180	(80)
Balance available for Distribution	(80)	240
Less : Dividend paid	–	200
	(80)	40

Balance Sheet as on 31st December, 2008

(Rs. in '000)

Liabilities	2007	2008	Assets	2007	2008
Expenses Payable	50	40	Cash	80	100
Sundry Creditors	150	260	Prepaid Expenses	10	20
Long-term Loans	400	200	Sundry Debtors	10	20
Paid up Capital	200	400	Stock	120	160
Profit and Loss			Investments	100	240
Appropriation A/c.	–	40	Fixed Assets	400	400
			Profit and Loss		
			Appropriation A/c.	80	–
	800	940		800	940

Additional Information :

- (1) Depreciation Charge for 2008 Rs. 40,000.
- (2) No Sale of Fixed Assets during the year.

Q.5) The following data are extracted from the published accounts of two companies in an industry :

	ABC Ltd.	XYZ Ltd.
	Rs.	Rs.
Sales	32,00,000	30,00,000
Net Profit after Tax	1,23,000	1,58,000
Equity Capital (Rs. 10 per share fully paid)	10,00,000	8,00,000
General Reserves	2,32,000	6,42,000
Long term Debt	8,00,000	6,60,000
Creditors	3,82,000	5,49,000
Cash Credit	60,000	2,00,000
Fixed Assets	15,99,000	15,90,000
Inventories	3,31,000	8,09,000
Other Current Assets	5,44,000	4,52,000

You are required to prepare a statement of comparative ratios showing profitability, liquidity and activity of the two companies. **[20]**

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3672]-507

B. B. A. (Semester - V) Examination - 2009

RETAIL MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) *Question No. 1 is compulsory.*
- (2) *Attempt **any four** from the remaining.*
- (3) *Figures to the right indicate full marks.*

-
-
- Q.1)** (A) What is the meaning of Retailing ? Describe various functions of Retailing. **[10]**
- (B) Describe key sectors of Retail in India. **[10]**
- Q.2)** What are the challenges faced by 'The Organised Indian Retail Sector' ? **[15]**
- Q.3)** Discuss various elements of 'Retail Marketing Mix' in detail. **[15]**
- Q.4)** Explain in detail the Traditional Retail Formats in India. **[15]**
- Q.5)** What is 'Visual Merchandising' ? Explain its importance in Retail Business. **[15]**
- Q.6)** What do you understand by 'Atmospheres and Retail Space Management' ? Elaborate. **[15]**

[3672]-507/1

Total No. of Questions : 6]

[Total No. of Printed Pages : 2

[3672]-508

B. B. A. (Semester - V) Examination - 2009

LONG TERM FINANCE

(Specialisation : Finance)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Question No. 1 is compulsory.
- (2) Solve **any four** questions from the remaining.
- (3) All questions carry equal marks.

Q.1) (A) From the following information, calculate Weighted Average Cost of Capital of ACC Ltd :

Equity Share Capital	Rs. 5,00,000
10% Preference Share Capital	Rs. 2,00,000
Retained Earnings	Rs. 2,50,000
14% Term Loan - Secured	Rs. 5,00,000
9% Debentures	Rs. 3,00,000

Normal Yield on Equity Shareholders Fund is expected at 15%. Tax rate for the company is 40%.

(B) Following are the figures related to ABC Co. and XYZ Co. :

Particulars	ABC Co.	XYZ Co.
Sales	5,00,000	10,00,000
Variable Cost	2,00,000	3,00,000
Fixed Cost	1,50,000	4,00,000
PBIT	1,50,000	3,00,000
Interest	50,000	1,00,000
PBT	1,00,000	2,00,000

Calculate : Operating Leverage, Financial Leverage, Combined Leverage.

[3672]-508

1

P.T.O.

Q.2) What do you mean by Capital Structure ? Explain various factors affecting Capital Structure.

Q.3) “Both Over-capitalisation and Under-capitalisation are undesirable. Of the two, Over-capitalisation is more dangerous.” Discuss.

Q.4) Evaluate the following sources of Long Term Finance :

- (a) Debentures
- (b) Preference Shares
- (c) Lease Financing

Q.5) What do you mean by Cost of Capital ? Explain the following approaches to compute Cost of Equity Shares :

- (a) D/P approach
- (b) E/P approach
- (c) D/P + G approach

Q.6) Write short notes : **(Any Four)**

- (a) Trading in Equity
- (b) Hire Purchasing
- (c) Leverages
- (d) Own Funds and Borrowed Funds
- (e) Public Deposits
- (f) Steps in Financial Planning

Total No. of Questions : 6]

[Total No. of Printed Pages : 1

[3672]-601

B. B. A. (Semester - VI) Examination - 2009
INDUSTRIAL RELATIONS AND LABOUR LAWS
(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt *any four* questions.
 - (2) All questions carry equal marks.
-
-

- Q.1)** Define TU under TU Act, 1926. Explain provision, how general funds are utilised under the Act.
 - Q.2)** Discuss in detail adjudication with its 3-tier System.
 - Q.3)** What do you understand by approval of TU under Bombay Industrial Relations Act, 1946.
 - Q.4)** Write a detailed note on Collective Bargaining Process.
 - Q.5)** Explain workers participation in Management with its objectives and importance.
 - Q.6)** Write short notes : **(Any Four)**
 - (a) Evolution of IR
 - (b) Qualities of Conciliator
 - (c) Industrial Tribunals
 - (d) Authorities under Bombay Industrial Relations Act, 1946
 - (e) Recognition of TU under TU Act, 1926
 - (f) Importance of Settlement Machineries
-

[3672]-601/1

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-602

B. B. A. (Semester - VI) Examination - 2009

AGRI-BUSINESS MANAGEMENT

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

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

Q.1) Explain causes of Low Productivity of Agriculture in India.

OR

Q.1) What is Cropping Pattern ? Explain various factors that determine Cropping Pattern in India.

Q.2) Bring out defects of Agricultural Marketing in India.

OR

Q.2) Critically explain role played by NABARD for the development of Indian Agriculture.

Q.3) Explain problems of Sugar Industry. What measures are adopted by the Government to solve these problems.

OR

Q.3) Describe role played by Multinationals in Agricultural Development in India.

Q.4) What is Green Revolution ? Explain its impact on Indian Economy.

OR

Q.4) What is Agricultural Finance ? Explain role played by Commercial and Co-operative Banks with reference to Indian Agriculture.

[3672]-602

1

P.T.O.

Q.5) Write in short : (Any Four)

- (a) Importance of Agriculture in India
 - (b) Problems of Indian Export of Agriculture
 - (c) Importance of Dairy Industry in Indian Economy
 - (d) Co-operative Marketing
 - (e) Agricultural Price Policy in India
 - (f) Problems of Poultry Industry in India
-

Total No. of Questions : 5]

[Total No. of Printed Pages : 2

[3672]-603

B. B. A. (Semester - VI) Examination - 2009
PURCHASING AND MATERIALS MANAGEMENT
(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) All questions are compulsory.
- (2) All questions carry equal marks.

Q.1) What is 'Materials Management' ? Explain scope and objectives of Materials Management.

OR

Q.1) Define the term 'Forecasting'. Describe Moving Average Method of Forecasting in Materials Management.

Q.2) The following particulars are available from the records of Casio Ltd., Rahuri for the year ended 31-03-2009 :

Months in 2008-09	Budgeted Consumption (Units)
April	300
May	400
June	500
July	600
August	800
September	900
October	1,100
November	900
December	800
January	700
February	600
March	800
Total Consumption	8,400

Delivery Period : 2 to 4 months

Re-order Quantity : 1,000 units

Calculate Average Stock Level by using Reorder Quantity Formula.

Q.3) What is 'Inventory' ? Explain various types of Costs associated with Inventory.

OR

Q.3) What is 'VED Analysis' ? Explain importance of VED Analysis in Materials Management.

Q.4) Explain uses of 'Tally Inventory Control' as an important software package in Materials Management.

OR

Q.4) What is 'Materials Handling' ? Explain importance of Materials Handling in Materials Management.

Q.5) Write short notes : (**Any Four**)

- (a) Interface of Materials Management with Operations
- (b) Delphi Method of Forecasting
- (c) Danger Stock Level
- (d) Bill of Materials
- (e) Responsibilities of Purchase Department
- (f) Types of Stores Organisations

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3672]-604

B. B. A. (Semester - VI) Examination - 2009

BUSINESS ETHICS

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

(1) *Question No. 1 is compulsory.*

(2) *Answer **any four** out of the remaining.*

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-
- Q.1)** With the help of suitable examples, explain how each of the following constitutes Unethical Behaviour : **[20]**
- (a) Bribe
 - (b) Deception
 - (c) Coercion
 - (d) Discrimination
- Q.2)** Define Rights. What are Moral Rights ? Explain meaning of Positive and Negative Rights. **[15]**
- Q.3)** Identify and explain different stages in Moral Development of a Person. **[15]**
- Q.4)** What is Utilitarianism ? Distinguish between Act and Rule Utilitarianism. **[15]**
- Q.5)** What is Corporate Disclosure ? What information should be disclosed by a company to different stakeholders ? **[15]**
- Q.6)** As a newly appointed Ethics Officer of a large business, list and explain actions that you will take to make your Business Ethical. **[15]**
- Q.7)** What is Social Audit ? How is it to be carried out ? Does it help an organisation to discharge its moral responsibility ? **[15]**

[3672]-604/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 1

[3672]-605

B. B. A. (Semester - VI) Examination - 2009

ADVERTISING AND SALES PROMOTION

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Attempt *any four* questions.
 - (2) All questions carry equal marks.
-
-

Q.1) Define Copy and explain the types of Copy.

Q.2) Why is it necessary to evaluate Advertising ?

Q.3) What is Internet Advertising ? What are its advantages and limitations ?

Q.4) Why has Sales Promotion become an important tool ?

Q.5) What are the different elements in Media Planning ?

Q.6) Explain the Advertising Process.

Q.7) Write short notes : **(Any Four)**

- (a) Distinguish between Advertising and Publicity
 - (b) Television Advertising
 - (c) Media Mix
 - (d) Problems in Sales Promotion
 - (e) Concepts of Reach and Frequency
 - (f) Significance of Ratings
 - (g) Objectives of Advertising
-

[3672]-605/1

Total No. of Questions : 7]

[Total No. of Printed Pages : 2

[3672]-606

B. B. A. (Semester - VI) Examination - 2009

FINANCIAL SERVICES

(Specialisation - Finance)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 80

Instructions :

- (1) Question No. 1 is compulsory.*
 - (2) Solve **any four** questions from the remaining.*
 - (3) All questions carry equal marks.*
-
-

Q.1) Write short notes : (Any Four)

- (a) Dematerialisation of Shares
- (b) National Stock Exchange (NSE)
- (c) Human Resource Accounting
- (d) Depository Participants
- (e) Bills of Exchange
- (f) Mergers and Acquisitions

Q.2) What are various instruments of Credit Control used by Reserve Bank of India ?

Q.3) Explain various functions and powers of Insurance Regulatory Development Authority (IRDA).

Q.4) Explain in detail IPO (Initial Public Offer) Procedure.

[3672]-606

1

P.T.O.

- Q.5)** What do you mean by 'Venture Capital' ? Explain characteristics and need of Venture Capital.
- Q.6)** Explain meaning and types of Factoring. State advantages and disadvantages of Factoring.
- Q.7)** Explain changes in Indian Financial Market after Financial Reforms since 1991.
-

Total No. of Questions : 3]

[Total No. of Printed Pages : 3

[3672]-607

B. B. A. (Semester - VI) Examination - 2009

CASES IN MARKETING

(2005 Pattern)

Time : 2 Hours]

[Max. Marks : 50

Instructions :

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

Q.1) CASE No. 1 :

Peoples Co-operative Dairy has been working in a rural area in Pune District. After establishment, milk was produced sufficient enough to satisfy needs of nearby towns. After 3 years it was found that lot of milk was being wasted and the society could not sale all the milk.

They appointed a Marketing Officer to promote sales of milk and also increase sale of milk and also bring profitability.

Answer the following questions :

- (a) Analyse this case in detail.
- (b) If you were the Marketing Officer, what marketing techniques would you use to promote sales ?
- (c) How do you plan to increase milk customers in the nearby city.

[15]

Q.2) CASE No. 2 :

A Hero Honda Two Wheeler Show Room Agent has appointed you as an Area Sales Manager. The Agent has set a target of 100 bikes for every month for you.

You have been given 5 Sales Assistants to help you, in assisting the sales to achieve target. But your Sales Assistants are not competent enough to explain customers of the advantages of the Hero Honda Bikes.

Answer the following questions :

- (a) Analyse this case and suggest methods you would adopt to promote sales ?
- (b) How will you build your team for promoting sales of bikes ?
- (c) What methods will you adopt to develop competency of your Sales Assistants ?
- (d) What marketing techniques would you use to increase your product base ?

[15]

Q.3) CASE No. 3 :

A large bakery house, which prepares all varieties of bakery products, was established in 2002 in Aurangabad City. They produced bakery items of good quality and also were getting good customer response for their products, but this large bakery house could not segment products properly into all parts of city and as well in the outskirts of the city. Eventhough the city had high potential for bakery consumption, this bakery house could not make big marketing success. So they failed to achieve projected profits.

Answer the following questions :

- (a) Analyse this case
- (b) What different Distribution Channels would you apply to reach products to customers ?
- (c) What other marketing techniques will you apply to promote sales ?

[20]

OR

Q.3) CASE No. 3 :

Videocon T.V. Company has appointed you as District Sales Manager to promote sales of their new latest model LCD flat 25 mm. Television Sets. You are also given 20 salesmen to help you in achieving sales targets, but your salesmen are not fulfilling your desired targets. You have been put under lot of pressure to achieve targets.

Answer the following questions :

- (a) As a District Sales Manager, what steps do you plan to take to increase sales ?
- (b) What techniques will you adopt to get good response from your Assistants ?
- (c) How will you organise a team of your sub-ordinates to change their attitudes ?

[20]

Total No. of Questions : 3]

[Total No. of Printed Pages : 3

[3672]-608

B. B. A. (Semester - VI) Examination - 2009

CASES IN FINANCE

(Specialisation : Finance)

(2005 Pattern)

Time : 3 Hours]

[Max. Marks : 50

Instructions :

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

Q.1) Capital structure of ABC Co. Ltd. is as follows : [15]

Equity Share Capital	Rs. 4,00,000
(40,000 Equity Shares of Rs. 10 each)	
Retained Earnings	Rs. 2,60,000
9% Debentures (Redeemable at par)	Rs. 3,00,000

Following additional information is available as follows :

- (a) Debentures are issued at par.
- (b) Equity Shares of the company are quoted on the Stock Exchange and Current Market Price is Rs. 14 per share and equity dividend is currently 12%.
- (c) Tax rate applicable for the company may be taken at 50%.

The company plans to purchase some additional machinery to increase production capacity. Total amount of funds required for the same is estimated at Rs. 2,40,000 for which company may apply for term loan at 12% interest p.a.

Management wants to know Weighted Average Cost of Capital under existing Capital Structure and also if, opted for the option of Term Loan. (i.e. Revised Capital Structure)

Q.2) As a Finance Manager of the Company, you have to give information about the Net Working Capital Requirement of your company from the information available as follows :

Particulars	Cost Per Unit (Rs.)
Raw Material	400
Direct Labour	150
Overhead (Excluding Depreciation)	300

Additional Information :

Selling Price	Rs. 1,000 per unit
Production	52,000 units per annum
Raw Material in Stock	Average 4 weeks
Work in Progress	Average 2 weeks
(Assume 50% completion stage with full material consumption)	
Credit allowed by Suppliers	Average 4 weeks
Credit allowed to Debtors	Average 8 weeks

Cash balance expected to be Rs. 50,000. Assume production carried out evenly during the year and 52 weeks in the year. All sales are on credit basis. Calculate Net Working Capital requirement, assuming 10% margin. [15]

Q.3) Company is considering purchase of new machine. Two alternative machines have been suggested, each costing Rs. 4,00,000. Earning after tax are expected to be as follows :

Year	Machine M1	Machine M2
1	40,000	1,20,000
2	1,20,000	1,60,000
3	1,60,000	2,00,000
4	2,40,000	1,20,000
5	1,60,000	80,000

Company has a target return on capital of 10% and present value of Re. 1 @ 10% is as follows :

Due in 1st year	0.91	Due in 4th year	0.68
Due in 2nd year	0.83	Due in 5th year	0.62
Due in 3rd year	0.75		

Calculate Pay Back Period, Discounted Payback Period, Net Present Value and Profitability Index and advise Management about the option which is financially preferable. [20]

OR

Q.3) A company has an investment opportunity costing Rs. 40,000 with the following expected net cash inflow (i.e. after taxes and before depreciation). You have to evaluate the proposal using 10% as the cost of capital (rate of discount) on the basis of following and give your opinion whether to invest or not. [20]

- (1) Pay Back Period
- (2) Net Present Value at 10% discounting factor.
- (3) Internal Rate of Return with the help of 10% discounting factor and 15% discounting factor.

Year	Net Cash Flow (Rs.)	PV of Re. 1 @ 10%	PV of Re. 1 @ 15%
1	7,000	0.909	0.870
2	7,000	0.826	0.756
3	7,000	0.751	0.658
4	7,000	0.683	0.572
5	7,000	0.621	0.497
6	8,000	0.564	0.432
7	10,000	0.513	0.376
8	15,000	0.467	0.327
9	10,000	0.424	0.284
10	4,000	0.386	0.247