



[3869] – 614

**S.Y. B.Com. Examination, 2010**  
**AGRICULTURAL AND INDUSTRIAL ECONOMICS – I**  
**(Special Paper)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

*N.B. : i) All questions are compulsory.*  
*ii) Figures to the right indicate full marks.*

1. Answer the following questions in **20** words **each (any ten)** : **20**
- 1) Define Agricultural Economics.
  - 2) Define Farm Management.
  - 3) What is Risk in Agriculture ?
  - 4) What are the inputs in Agricultural sector ?
  - 5) What do you mean by Farm Firm ?
  - 6) State two advantages of Large Size Farm.
  - 7) Define Industrial Economics.
  - 8) What is Industry ?
  - 9) What is Firm ?
  - 10) What is Plant ?
  - 11) What is Industrial Monopoly ?
  - 12) What is Industrial efficiency ?
  - 13) What is optimum Firm ?
2. Answer the following questions in **50** words **each (any two)** : **10**
- 1) State the scope of Agricultural Economics.
  - 2) State the factors affecting supply of agricultural product.
  - 3) State the reasons for survival of small Firm.
  - 4) State the causes of Industrial Monopoly.

**P.T.O.**



3. Answer the following questions in **150** words **each (any two)** : **20**
- 1) Explain the factors affecting demand for Agricultural Product.
  - 2) Explain the causes of Fluctuations in prices of Agricultural Product.
  - 3) Explain the factors affecting Industrial location.
  - 4) Explain the types of Industrial combination.
4. Answer the following questions in **300** words **each (any two)** : **30**
- 1) Explain the merits and demerits of small size farm.
  - 2) Suggest the measures to control risk and uncertainty in Agriculture.
  - 3) Explain the Weber's Theory of Industrial location.
  - 4) Explain the factors affecting optimum size of Firm.

#### मराठी रूपांतर

**सूचना :** १) सर्व प्रश्न आवश्यक आहेत.  
 २) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.  
 ३) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

१. खालील प्रश्नाची प्रत्येकी २० शब्दात उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) कृषी अर्थशास्त्राची व्याख्या द्या.
  - २) शेती व्यवस्थापनाची व्याख्या द्या.
  - ३) शेतीतील धोका म्हणजे काय ?
  - ४) शेती क्षेत्रातील आदाने कोणती ?
  - ५) शेती उद्योगसंस्था यापासून आपणास काय अर्थबोध होतो ?
  - ६) मोठ्या आकारमानाच्या शेतीचे दोन फायदे सांगा.
  - ७) औद्योगिक अर्थशास्त्राची व्याख्या द्या.
  - ८) उद्योगधंदा म्हणजे काय ?
  - ९) उद्योगसंस्था म्हणजे काय ?
  - १०) संयंत्र म्हणजे काय ?
  - ११) औद्योगिक मक्तेदारी म्हणजे काय ?
  - १२) औद्योगिक कार्यक्षमता म्हणजे काय ?
  - १३) पर्याप्त उद्योगसंस्था म्हणजे काय ?



२. खालील प्रश्नांची प्रत्येकी ५० शब्दात उत्तरे लिहा (कोणतेही दोन) : १०
- १) कृषी अर्थशास्त्राची व्याप्ती सांगा.
  - २) शेतमालाच्या पुरवठ्यावर परिणाम करणारे घटक सांगा.
  - ३) लहान उद्योगसंस्था टिकून राहण्याची कारणे सांगा.
  - ४) औद्योगिक मक्तेदारीची कारणे सांगा.
३. खालील प्रश्नांची प्रत्येकी १५० शब्दात उत्तरे लिहा (कोणतेही दोन) : २०
- १) शेतमालाच्या मलाणीवर परिणाम करणारे घटक स्पष्ट करा.
  - २) शेतमालाच्या किंमतीत चढउतार होण्याची कारणे स्पष्ट करा.
  - ३) उद्योगाच्या स्थाननिश्चितीवर परिणाम करणारे घटक स्पष्ट करा.
  - ४) औद्योगिक संयोगीकरणाचे प्रकार सांगा.
४. खालील प्रश्नांची प्रत्येकी ३०० शब्दात उत्तरे लिहा (कोणतेही दोन) : ३०
- १) लहान आकारमानाच्या शेतीचे फायदे-तोटे स्पष्ट करा.
  - २) शेतीतील धोका व अनिश्चितता नियंत्रित करण्यासाठी उपाय सूचवा.
  - ३) वेबर यांचा औद्योगिक स्थाननिश्चितीचा सिद्धांत स्पष्ट करा.
  - ४) उद्योगसंस्थेच्या पर्याप्त आकारमानावर प्रभाव पाडणारे घटक स्पष्ट करा.



[3869] – 623

**S.Y. B.Com. Examination, 2010**  
**TAX PROCEDURE AND PRACTICES – III**  
**(Vocational Paper) Income Tax**  
**(Old 2004 Pattern)**

Time : 2 Hours

Max. Marks : 60

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

1. Answer **each** in **20** words (**any seven**) : **14**
- 1) Enumerate the incomes included in salary for computation of H.R.A. exemption.
  - 2) Enumerate maximum amount which is not chargeable to tax for A.Y. 2010-2011 for an individuals.
  - 3) What is meant by 'Assessment Year' ?
  - 4) What is meant by 'Firm' ?
  - 5) What are the types of residential status ?
  - 6) What are the deductions available U/S 24 ?
  - 7) What is meant by long-term capital gain ?
  - 8) What is meant by 'Block of Assets' ?
  - 9) What is deduction available U/S 80 U ?
  - 10) Enumerate books of accounts under Rule 6 F(2).
2. Answer **each** in **50** words (**any two**) : **8**
- 1) What is meant by allowances ? Discuss exempted allowances under income from salary.
  - 2) Discuss provisions for 'Depreciations'.
  - 3) Enumerate importance of 'PAN'.
  - 4) What is meant by 'Scrutiny assessment' ?

**P.T.O.**



[3869] – 602

**S.Y. B.Com. Examination, 2010  
CORPORATE ACCOUNTING  
(Old) (2004 Pattern)**

Time : 3 Hours

Max. Marks : 80

- N.B.:** i) *All questions are compulsory.*  
ii) *Figures to the right indicate full marks.*  
iii) *Use of calculator is allowed.*

1. A) Fill in the blanks (**any five**) : **5**
- i) If the shareholder is not interested in receiving the share certificate in its physical form, his shares are credited to his \_\_\_\_\_ a/c.
  - ii) \_\_\_\_\_ shares are issued when the profits are capitalised.
  - iii) Profit prior to incorporation is transferred to \_\_\_\_\_ a/c.
  - iv) AS-4 deals with \_\_\_\_\_
  - v) \_\_\_\_\_ of company leads to termination of legal existence of company.
  - vi) Bills receivable discounted but not matured is a \_\_\_\_\_ liability.
  - vii) Formation of a new company to take over the existing business of two or more companies is known as \_\_\_\_\_
- B) State whether the following statements are **true** or **false** (**any five**) : **5**
- i) Subscribed share capital is that part of called up share capital which is actually paid by the shareholders.
  - ii) Sinking fund tables are used to calculate the amount of investments for redemption of debentures.
  - iii) Share transfer fees is transferred to pre-incorporation period.
  - iv) AS-13 accounting for investments does not deal with investments of mutual fund or banks.
  - v) Reorganisation of share capital of the company without formation of a new company is known as external reconstruction.
  - vi) Holding company purchases less than 50% of share capital of subsidiary company.
  - vii) Premium on redeemable preference shares is to be set aside from profits of the company or from share premium a/c.

**P.T.O.**



2. Following was the trial balance of Dipak Electronics Ltd. as on 31<sup>st</sup> March 2010 :

**Trial Balance**

<b>Debit Balances</b>	<b>Rs.</b>	<b>Credit Balances</b>	<b>Rs.</b>
Stock on 1-4-2009	1,50,000	5% Debentures	2,00,000
Freehold land	2,00,000	Sinking Fund	1,00,000
Plant and Machinery	2,50,000	General reserve	40,000
S. Debtors	1,20,000	Creditors	1,50,000
Preliminary expenses	15,000	Profit and Loss A/c (1-4-2009)	54,000
Salaries	50,000	Sales	8,90,000
Wages	1,20,000	Bills Payable	49,000
Bad Debts	3,000	Share Capital	
Interest on debentures	5,000	74,000 equity	
Insurance	17,000	shares of Rs. 10 each	7,40,000
Power	25,000	Sundry receipts	8,000
General expenses	15,000	Interest on investment	25,000
Postage	1,000	Bank Over Draft on	
Repairs	4,000	hypothecation of Plant	
Travelling expenses	2,000	and Machinery	1,55,000
Purchases	4,07,000		
Directors fees	20,000		
Cash in hand	16,000		
Investments (Fixed Deposit)	2,50,000		
Building	4,00,000		
Goodwill	2,00,000		
Loose Tools	41,000		
Sinking Fund Investment	1,00,000		
	<b>24,11,000</b>		<b>24,11,000</b>



Prepare Trading and Profit and Loss A/c, and Profit and Loss Appropriation A/c for the year ended 31<sup>st</sup> March 2010 and Balance Sheet as on that date after considering the following adjustments :

- 1) The authorised capital of the company is 250000 Equity shares of Rs. 10 each out of which 76000 shares were issued to the public.
- 2) Write off one third of the preliminary expenses.
- 3) Stock on 31<sup>st</sup> March 2010 was Rs. 3,00,000.
- 4) Salaries were outstanding to the extent of Rs. 4,500 and prepaid insurance amounted to Rs. 3,500.
- 5) Provide 5% on debtors for doubtful debts.
- 6) Provide Rs. 15,000 for taxation.
- 7) Make the following appropriations :
  - a) Rs. 15,000 to General Reserve
  - b) Directors declared 20% dividend on share capital.
- 8) Depreciate Plant and Machinery at 10%.
- 9) Interest on debentures is due for six months.

20

OR

2. A) Following was the Balance Sheet of Suyash Ltd. as on 31<sup>st</sup> March 2009 :

<b>Balance Sheet</b>			
<b>Liabilities</b>	<b>Rs.</b>	<b>Assets</b>	<b>Rs.</b>
<b>Share capital</b>		Goodwill	1,12,000
1000, 8% preference		Land and Building	2,18,000
shares of Rs. 100		Plant and Machinery	90,000
each, fully paid	1,00,000	Furniture	10,000
2,000 equity shares		Office Equipments	20,000
of Rs. 100 each		Stock	99,000
Rs. 80 paid up	1,60,000	Debtors	85,000



3000 equity shares of Rs. 100 each, Rs. 70 paid up	2,10,000	Bills receivables Cash in hand Profit and Loss A/c	22,000 8,000 70,000
8% Debentures (having a floating charge on all assets)	1,00,000		
Debenture interest	4,000		
Creditors	1,60,000		
	<b>7,34,000</b>		<b>7,34,000</b>

The company went into voluntary liquidation as on that date.

The preference dividend was in arrears for 3 years and as per the Articles of Association it was to be returned before returning equity capital.

Sundry creditors include a loan of Rs. 40,000 secured on the hypothecation of Plant and Machinery and preferential creditors of Rs. 10,000.

The liquidators realised the assets as follows :

Land and Building Rs. 2,15,000, Plant and Machinery Rs. 50,000, Office Equipments Rs. 13,000, Furniture Rs. 8,000, Stock Rs. 70,000, Debtors Rs. 60,000 and Bills Receivable Rs. 14,000.

Legal charges on liquidation were Rs. 1,000. The liquidation expenses were Rs. 2,600.

The liquidation expenses were Rs. 2,600.

The liquidators remuneration was fixed at Rs. 1,000 plus 2% on sale of assets, plus 4% on the amount distributed to unsecured creditors.

Prepare liquidators final statement of A/c if the amounts were paid on 30<sup>th</sup> June 2009.

**12**

B) Hary Ltd., Pune was incorporated on 1<sup>st</sup> July 2009 to take over the running business of firm with effect from 1<sup>st</sup> April 2009. The accounts were closed on 31<sup>st</sup> March 2010. From the following information find out the profit available for distribution and profit prior to incorporation :

a) Turnover for the year was Rs. 8,00,000 and that for the period after incorporation was Rs. 5,00,000.





b) Gross Profit for the year was Rs. 1,20,000.

c) Following expenses were debited to Profit and Loss A/c :

8

<b>Particulars</b>	<b>Rs.</b>
Rent	5,000
Salaries	9,000
Directors fees	3,500
Interest on Debentures	3,000
Allowances to Debtors	2,400
Depreciation	18,000
Audit fees	1,200
Advertising	10,000
Commission	6,000
Bad debts (Rs. 300 related to the pre-incorporation period)	1,250
Interest to Vendors on purchase price (upto 31 <sup>st</sup> August 2009)	2,500

3. A) Telegraphic Ltd. was incorporated with an authorised capital of Rs. 50,00,000 divided into 50000 Equity Shares of Rs. 100 each. The company offered 20000 Equity Shares to the public at 10% premium and the amount of shares was payable as follows :

- On application – Rs. 25 per share
- On allotment – Rs. 40 per share (including premium)
- On 1<sup>st</sup> Call – Rs. 25 per share
- On Final Call – Rs. 20 per share.

The company received applications for 30000 Equity shares. The applications for 5000 shares were rejected and application money was refunded. Pro-rata allotment was made to the remaining applicants. Excess application money was adjusted against the amount due on allotment.

All the shareholders paid the allotment, 1<sup>st</sup> call and final call money except Mr. Kunal who failed to pay first and final call money on 200 shares. His shares were forfeited. Forfeited shares were reissued to Mr. Sunil at Rs. 75 per share fully paid.

Journalise the above transactions in the books of Telegraphic Ltd.

15



B) Balance Sheets of Mahi Ltd. and Gargi Ltd. as on 31<sup>st</sup> March 2010 are given below :

<b>Liabilities</b>	<b>Mahi Ltd. (Rs.)</b>	<b>Gargi Ltd. (Rs.)</b>	<b>Assets</b>	<b>Mahi Ltd. (Rs.)</b>	<b>Gargi Ltd. (Rs.)</b>
Equity Share Capital (Shares of Rs. 100 each)	10,00,000	4,00,000	Fixed Assets	7,00,000	3,00,000
General Reserve	2,00,000	–	Stock	1,80,000	80,000
Profit and Loss A/c	1,90,000	–	Debtors	1,20,000	60,000
6% Debentures	–	2,00,000	<u>Investments :</u>		
Creditors	1,20,000	90,000	1) Debentures in Gargi Ltd. at par	1,20,000	–
			2) 3000 shares in Gargi Ltd. at cost	2,40,000	–
			Cash	1,50,000	50,000
			Profit and Loss A/c	–	2,00,000
	<b>15,10,000</b>	<b>6,90,000</b>		<b>15,10,000</b>	<b>6,90,000</b>

**Additional information :**

- 1) Mahi Ltd. acquired the shares in Gargi Ltd. on 1<sup>st</sup> July 2009.
- 2) The Profit and Loss A/c of Gargi Ltd. showed debit balance of Rs. 3,00,000 on 1<sup>st</sup> April 2009.
- 3) Creditors of Gargi Ltd. include Rs. 40,000 for goods supplied by Mahi Ltd. on which Mahi Ltd. made a profit of Rs. 4,000. Half of the goods were still in stock on 31<sup>st</sup> March 2010.

Prepare Consolidated Balance Sheet as on 31<sup>st</sup> March 2010 and give detailed workings.



4. Following are the Balance Sheets of Uptron Ltd. and Optonica Ltd. as on 31<sup>st</sup> March 2010 :

<b>Liabilities</b>	<b>Uptron Ltd. Rs.</b>	<b>Optonica Ltd. Rs.</b>	<b>Assets</b>	<b>Uptron Ltd. Rs.</b>	<b>Optonica Ltd. Rs.</b>
<u>Share capital</u>			Goodwill	20,000	–
2000 equity shares of Rs. 100 each	2,00,000	–	Land and Building	80,000	–
2000 equity shares of Rs. 100 each			Machinery	1,00,000	70,000
Rs. 50 paid up	–	1,00,000	Stock	60,000	80,000
Reserve Fund	32,000	20,000	Debtors	40,000	36,000
Creditors	70,000	50,000	Bills Receivables	10,000	4,000
			Cash in hand	10,000	5,000
Bills Payable	30,000	25,000	Preliminary Expenses	12,000	–
	<b>3,32,000</b>	<b>1,95,000</b>		<b>3,32,000</b>	<b>1,95,000</b>

Uptron Ltd. and Optonica Ltd. agreed to amalgamate as on above date and a new company 'Sharp Ltd.' formed for this purpose :

Sharp Ltd. took assets and liabilities of both the companies on the following terms :

- 1) Sharp Ltd. did not take over bills payables and cash balance of Uptron Ltd. The other assets were taken at following valuations.  
Land and Building Rs. 1,00,000; Machinery Rs. 70,000; Stock Rs. 50,000; Debtors less 5% for reserve for doubtful debts, Bills receivables at book value and creditors at Rs. 68,000.
- 2) Sharp Ltd. did not take cash, Bills Receivables and creditors of Optonica Ltd. Other assets and liabilities were taken at the following valuations :  
Machinery Rs. 95,000, Stock Rs. 75,000, Debtors Rs. 33,000 and Bills Payable at book value.
- 3) Sharp Ltd. discharged the purchase consideration of Uptron Ltd. as Rs. 35,000 in cash and the balance in equity shares of Rs. 100 each at Rs. 110 per share.
- 4) Sharp Ltd. discharged the purchase consideration of Optonica Ltd. as Rs. 57,000 in cash and the balance in equity shares of Rs. 100 each at Rs. 110 per share.
- 5) Realisation expenses of Uptron Ltd. Rs. 4,000 and of Optonica Ltd. Rs. 2,000 were paid by the respective companies.



- 6) Uptron Ltd. paid Rs. 29,000 Bills payables in full settlement of their claims.
- 7) Bills Receivables of Optonica Ltd. realised Rs. 3,500. Prepare Realisation A/c, Sharp Ltd. A/c, Equity shares in Sharp Ltd. A/c, Cash A/c, Equity share holders A/c in the books of Uptron Ltd. and Optonica Ltd. **20**

OR

4. A) Following is the Balance Sheet of RN Projects Ltd. as on 31<sup>st</sup> March 2010 : **15**

<b>Liabilities</b>	<b>Rs.</b>	<b>Assets</b>	<b>Rs.</b>
10% preference shares of Rs. 100 each	3,00,000	Goodwill	50,000
4000 equity shares of Rs. 100 each	4,00,000	Building	1,50,000
Share premium A/c	40,000	Machinery	3,00,000
6% Debentures	4,00,000	Patents	20,000
Creditors	60,000	Stock	2,80,000
		Cash	10,000
		Preliminary expenses	30,000
		Profit and Loss A/c	3,60,000
	<b>12,00,000</b>		<b>12,00,000</b>

The following reconstruction scheme was approved :

- 1) The preference shares to be converted into 12% preference shares and their amount being reduced by 50%.
- 2) Equity shares were reduced to fully paid shares of Rs. 40 each.
- 3) Building to be appreciated by 40%.
- 4) Debentureholders accepted 25% reduction in their claims.
- 5) Stock to be reduced by 20% and the all intangible assets including patents are to be written off. Write off machinery by 20% using share premium A/c if necessary.

Pass journal entries in the books of RN Projects Ltd., and prepare the Balance Sheet after reconstruction.

- B) Write short notes on (**any one**) : **5**
- i) Revenue recognition
  - ii) Capital Redemption Reserve.



[3869] – 603

**S.Y. B.Com. Examination, 2010**  
**BUSINESS ECONOMICS (Macro)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

- N.B :** 1) *All questions are compulsory.*  
2) *Figures to the right indicate full marks.*  
3) *Draw neat diagrams wherever necessary.*

1. Answer the following questions in **20** words **each (any ten)** : **20**

- 1) What is Macro Economics ?
- 2) What is monetary policy ?
- 3) Define money.
- 4) What is Bank Rate ?
- 5) State Dr. Marshall's equation regarding the value of money.
- 6) What is Deflation ?
- 7) State J.B. Say's Law of market.
- 8) What is the principle of Acceleration ?
- 9) What is public debt ?
- 10) What is Philips curve ?
- 11) What is Budget ?
- 12) What is policy dilemma ?
- 13) State the principle of maximum social advantage.

**P.T.O.**



2. Answer the following questions in **50** words **each** (any **two**) : **10**
- 1) Explain in brief Fisher's equation of exchange.
  - 2) Explain the scope of macro economics.
  - 3) What are the factors influencing the marginal efficiency of capital ?
  - 4) What are the types of budget ?
3. Answer the following questions in **150** words **each** (any **two**) : **20**
- 1) What is money ? Explain the various functions of money.
  - 2) Explain the effects of Taxation.
  - 3) Describe various phases of trade cycle.
  - 4) Explain the constraints upon economic growth.
4. Answer the following questions in **300** words **each** (any **two**) : **30**
- 1) What is credit control ? Explain the measures of quantitative and qualitative credit control adopted by Central Bank in detail.
  - 2) What is Inflation ? Explain the causes of inflation in detail ?
  - 3) Explain the Keynesian theory of Income and Employment in detail.
  - 4) What is Public Finance ? Explain the nature and scope of public finance.

### मराठी रूपांतर

- सूचना :** i) सर्व प्रश्न अनिवार्य आहेत.  
 ii) उजवीकडील अंक पूर्ण गुण दर्शवितात.  
 iii) आवश्यक असेल तेथे सुबक आकृत्या काढा.  
 iv) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

1. खालील प्रश्नांची प्रत्येकी **20** शब्दांत उत्तरे लिहा. (कोणतेही दहा) **20**
- 1) समग्रलक्षी अर्थशास्त्र म्हणजे काय ?
  - 2) चलननीती म्हणजे काय ?



- 3) पैशाची व्याख्या द्या.
- 4) बँक दर म्हणजे काय ?
- 5) पैशाच्या मूल्या संबंधीचे डॉ. मार्शल यांचे समिकरण सांगा.
- 6) चलनसंकोच म्हणजे काय ?
- 7) जे. बी. से यांचा बाजारविषयक नियम सांगा.
- 8) प्रवेग तत्व म्हणजे काय ?
- 9) सार्वजनिक कर्ज म्हणजे काय ?
- 10) फिलीप्स वक्र म्हणजे काय ?
- 11) अंदाजपत्रक म्हणजे काय ?
- 12) धोरणात्मक पेच (कोंडी) म्हणजे काय ?
- 13) महत्तम सामाजिक लाभाचे तत्व सांगा.

2. खालील प्रश्नांची 50 शब्दांत उत्तरे लिहा. (कोणतेही दोन)

10

- 1) फिशरचे विनिमय समिकरण थोडक्यात स्पष्ट करा.
- 2) समग्रलक्षी अर्थशास्त्राची व्याप्ती स्पष्ट करा.
- 3) भांडवलाच्या सिमांत लाभक्षमतेवर परिणाम करणारे घटक कोणते ?
- 4) अंदाजपत्रकाचे प्रकार कोणते आहेत ?

3. खालील प्रश्नांची प्रत्येकी 150 शब्दांत उत्तरे लिहा. (कोणतेही दोन)

20

- 1) पैसा म्हणजे काय ? पैशाची विविध कार्ये स्पष्ट करा.
- 2) करांचे परिणाम स्पष्ट करा.
- 3) व्यापार चक्रांच्या विविध अवस्थांचे वर्णन करा.
- 4) आर्थिक अभिवृद्धीवरील निर्बंध स्पष्ट करा.



4. खालील प्रश्नांची प्रत्येकी 300 शब्दांत उत्तरे लिहा. (कोणतेही दोन)

30

- 1) पतनियंत्रण म्हणजे काय ? मध्यवर्ती बँकेने स्विकारलेली पतनियंत्रणाची संख्यात्मक व गुणात्मक पतनियंत्रण साधने सविस्तर स्पष्ट करा.
- 2) चलनवाढ म्हणजे काय ? चलनवाढीची कारणे सविस्तर स्पष्ट करा.
- 3) केन्स यांचा उत्पन्न व रोजगार सिद्धांत सविस्तर स्पष्ट करा.
- 4) सार्वजनिक आयव्यय म्हणजे काय ? सार्वजनिक आयव्ययाचे स्वरूप आणि व्याप्ती स्पष्ट करा.

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[3869] – 606

**S.Y. B.Com. Examination, 2010**  
**BUSINESS ADMINISTRATION – I (Special Paper)**  
**(2004 Pattern)**  
**(Old)**

Time : 3 Hours

Max. Marks : 80

*N.B. : i) All questions are compulsory.*  
*ii) Figures to the right indicate full marks.*

1. Answer in **20** words **each (any ten)** : **20**
- 1) Administration
  - 2) Centralisation
  - 3) Ancillary Industries
  - 4) Political Business Environment
  - 5) Productivity
  - 6) Objectives of Industrial Psychology
  - 7) T.Q.M. (Total Quality Management)
  - 8) Globalisation
  - 9) Effects of Industrial sickness
  - 10) Indirect Tax
  - 11) Government Company
  - 12) Factory Building Layout
  - 13) Scientific management.

**P.T.O.**



2. Answer in **50** words **each (any two)** : **10**
- 1) Explain the advantages of joint ventures.
  - 2) Causes of Industrial Sickness.
  - 3) Advantages of Computerisation.
  - 4) Write a note on ‘Types of Plant Layout’.
3. Answer in **150** words **each (any two)** : **20**
- 1) Distinction between Management and Administration.
  - 2) Write a note on ‘Government Intervention in business’.
  - 3) Objectives of quality control.
  - 4) Write a detail note on Business and Pollution control.
4. Answer in **300** words **each (any two)** : **30**
- 1) Discuss the objectives and types of Industrial Estate.
  - 2) Explain the impact of Liberalisation and Globalisation on business environment.
  - 3) Define Automation. Explain the principles, advantages and limitations of Automation.
  - 4) What is partnership firm ? Explain the features, advantages and disadvantages of partnership firm.
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मराठी रूपांतर

सूचना : १) सर्व प्रश्न सोडविणे आवश्यक आहेत.  
२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

१. प्रत्येकी २० शब्दांत उत्तरे लिहा (कोणतेही दहा) :

२०

- १) प्रशासन
- २) केन्द्रीकरण
- ३) पुरक उद्योग
- ४) व्यवसायाचे राजकीय पर्यावरण
- ५) उत्पादकता
- ६) औद्योगिक मानसशास्त्राची उद्दिष्टे
- ७) एकूण गुणवत्ता व्यवस्थापन
- ८) जागतिकीकरण
- ९) औद्योगिक आजारपणाचे परिणाम
- १०) अप्रत्यक्ष कर
- ११) सरकारी प्रमंडळ
- १२) कारखान्याची इमारत रचना
- १३) शास्त्रीय व्यवस्थापन.

२. प्रत्येकी ५० शब्दांत उत्तरे लिहा (कोणतेही दोन) :

१०

- १) 'संयुक्त साहस' फायदे विशद करा.
- २) औद्योगिक आजारपणाची कारणे.
- ३) संगणकीकरणाचे फायदे.
- ४) 'सयंम रचनेचे प्रकार' यावर टिपा लिहा.



३. प्रत्येकी १५० शब्दांत उत्तरे लिहा (कोणतेही दोन) : २०
- १) व्यवस्थापन व प्रशासन यातील फरक स्पष्ट करा.
  - २) 'व्यवसायातील शासनाचा हस्तक्षेप' यावर टिपा लिहा.
  - ३) गुणवत्ता नियंत्रणाची उद्दिष्टे.
  - ४) व्यवसाय व प्रदुषण नियंत्रण यावर सविस्तर टिपा लिहा.
४. प्रत्येकी ३०० शब्दांत उत्तरे लिहा (कोणतेही दोन) : ३०
- १) औद्योगिक वसाहतीची उद्दिष्टे व प्रकार स्पष्ट करा.
  - २) उदारीकरण आणि जागतिकीकरणाचे व्यवसायिक पर्यावरणावरील परिणाम विशद करा.
  - ३) स्वयंचलनाची व्याख्या द्या ? स्वयंचलनाची तत्वे फायदे व मर्यादा स्पष्ट करा.
  - ४) भागीदारी पेढी म्हणजे काय ? भागीदारी पेढी संघटनेची वैशिष्ट्ये गुण व दोष स्पष्ट करा.



[3869] – 608

**S.Y.B.Com. Examination, 2010**  
**COST AND WORKS ACCOUNTING – I**  
**(Special Paper) (2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

- N.B.:* i) *All questions are compulsory.*  
ii) *Figures to the right indicate full marks.*  
iii) *Use of calculators is allowed.*

1. A) Fill in the blanks : (05)

- i) Total of direct material cost, direct wages and direct expenses is called \_\_\_\_\_ cost.
- ii) \_\_\_\_\_ is a statement which shows different components of the total cost.
- iii) \_\_\_\_\_ is a cost centre which consists of a person or group of persons.
- iv) \_\_\_\_\_ is the rate of change in the labour force of an organisation.
- v) Allotting code numbers or symbols to different items of materials is known as \_\_\_\_\_

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

- i) Fixed cost does not change in the same proportion in which output changes.
- ii) All costs are controllable.
- iii) Slow moving materials are those which have a low inventory turnover ratio.
- iv) Pay Roll department is concerned with disbursing wages and salaries.
- v) Taylor's differential piece rate system does not guarantee minimum wages to workers.

**P.T.O.**



2. What is cost accounting ? In what respects does it differ from financial accounting ? (15)

OR

Explain briefly the functions of the purchasing department in a large manufacturing concern. (15)

3. Write short notes on (**any three**) : (15)

- i) ABC analysis
- ii) Taylor's differential piece rate system
- iii) Time booking
- iv) Centralised stores
- v) Effects of labour turnover.

4. A) During February, 2008 Thomas Ltd. has produced 5000 pieces of a tractor component Z. Cost incurred during the month on this output are as follows : (15)

<b>Particulars</b>	<b>Amount Rs.</b>
Direct materials	1,20,000
Direct labour	1,60,000
Factory rent and rates	30,000
Office rent	20,000
Show room rent	40,000
Power	10,000
Light (office)	5,000
Sundry factory expenses	15,000
Indirect wages	50,000
Advertisements	50,000
Sales commission	25,000



Office salaries	60,000
Sales salaries	80,000
Carriage outwards	10,000
Interest on loan	5,000
Delivery van expenses	15,000
Depreciation of plant	25,000
Income tax	10,000
Direct factory expenses	40,000
Crane expenses (Factory)	25,000
Factory supervision	40,000
Depreciation on office equipment	5,000
Sales	10,00,000

Prepare Cost Sheet giving :

- i) Prime cost
- ii) Works cost
- iii) Cost of production
- iv) Cost of sales and
- v) Profit.

B) Calculate :

**(05)**

- a) Re-order level
- b) Maximum level
- c) Minimum level.

Re-order quantity : 1500 units

Re-order period : 4 to 6 weeks

Maximum consumption : 400 units per week

Normal consumption : 300 units per week

Minimum consumption : 250 units per week.



5. A) Prepare a stores ledger from the following transactions under the LIFO method : (10)

Date	Particulars		
January 1	Received	1000	units at Re. 1.00 per unit
January 10	Received	260	units at Rs. 1.05 per unit
January 20	Issued	700	units
February 4	Received	400	units at Rs. 1.15 per unit
February 21	Received	300	units at Rs. 1.25 per unit
March 16	Issued	620	units
April 12	Issued	240	units
May 10	Received	500	units at Rs. 1.10 per unit
May 25	Issued	380	units

- B) You are supplied with the following information from the books of a concern : (10)

Particulars	Material-P	Material-Q
	Rs.	Rs.
Opening stock	28,000	40,000
Purchases	4,60,000	6,72,000
Closing stock	20,000	48,000

Calculate the materials turnover ratio of the above materials and state which of the two materials is more fast moving.

OR

- B) Calculate total earnings from the following information by using : (10)

- a) Halsey plan and  
b) Rowan plan.

Given,

Standard time = 50 hours

Actual time taken = 40 hours

Rate of wages = Rs. 2 per hour.





[3869] – 609

**S.Y. B.Com. Examination, 2010**  
**BUSINESS STATISTICS – I**  
**Special Paper (2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

- N.B. :* 1) *All questions are compulsory.*  
2) *Figures to the right indicate full marks.*  
3) *Use of calculator and statistical tables is allowed.*

1. A) Attempt **any four** of the following : **(2 each)**

a) Define the following terms :

i) Sample Space

ii) An Attribute

b) Expand the term  $(3x + 2y)^3$  using Binomial theorem.

c) A and B are independent events of sample space  $\Omega$  with  $P(A) = 0.3$  and  $P(B) = 0.6$ . Find  $P(A \cup B)$

d) If  ${}^n P_4 = 18 {}^{n-1} P_2$ , find the value of n.

e) If mean and variance of binomial distribution are 8 and 4.8 respectively.  
Find the value of parameters n and p.

f) Define Poisson distribution and state its mean.

B) Attempt **any three** of the following : **(4 each)**

a) Define Uniform distribution, state its mean and variance. Give one real life situation, where uniform distribution is applicable.

P.T.O.



- b) Calculate three yearly moving average for the following data and comment on the result.

Year	Yt
1990	242
1991	250
1992	252
1993	249
1994	253
1995	255
1996	251
1997	257
1998	260
1999	265
2000	262

- c) Calculate the cost of living index number from the following data :

Items	Price		Weight
	Base Year 1990	Current Year 2005	
Food	60	94	4
Fuel	16	36	1
Clothing	28	36	3
House rent	25	30	2
Miscellaneous	20	30	1



- d) A radar system has a probability of 0.4 of detecting a certain target during a single scan. Find the probability that the target will be detected
  - a) At least twice in four scans
  - b) At most once in four scans
- e) A fair coin is tossed three times. Let X denote number of heads appear. Find the probability distribution of X. Calculate the expected value of X.

2. A) Attempt **any three** of the following : **(4 each)**

- a) Define time series. State its components with one illustration each.
- b) The failure of certain electronic device is suspected to increase linearly with its temperature. Fit straight line trend to given data and predict the failure rate at 70° F.

<b>Temperature °F</b>	55	65	75	85	95	105
<b>Failure Rate</b>	1.90	1.93	1.97	2.00	2.01	2.01

- c) A bakerman sells 5 types of cakes. Profit due to sale of each type of cake is respectively 5, 4, 3, 2, 1. The demands for these cakes are 10%, 10%, 20%, 30%, 30% respectively. What is the expected profit per cake ?
- d) State any two practical situations where multiple regression can be used.
- e) For the following probability distribution of X.

<b>X</b>	0	1	2	3	4
<b>P(X = x)</b>	k	3k	5k	2k	k

- i) Find the value of k
- ii) Find  $P(X \geq 2)$ .



B) Attempt **any two** of the following : **(4 each)**

- a) Define Index Number and state its uses.
- b) In an examination 50% passed in mathematics, 60% passed in Statistics while 30% failed in both the subjects. Using relation between class frequencies in attributes, find the percentage of students :
- i) Passed in both the subjects
- ii) Passed in exactly one of the two subjects
- c)  $P(A) = 0.8$ ,  $P(A \cup B) = 0.9$  and  $P(A \cap B) = 0.3$ . Find
- i)  $P(B^c)$
- ii)  $P(A \cap B^c)$
- iii)  $P(A^c \cap B^c)$

3. Attempt **any three** of the following : **(5 each)**

- a) Find Fisher's Ideal Index Number for given data :

Commodity	Base Year		Current Year	
	Price	Quantity	Price	Quantity
A	6	50	10	60
B	2	100	2	120
C	4	60	6	60

- b) In a basket there are five mangoes and four oranges. If any three fruits are to be selected from these, find the probability that atleast one mango is selected.



c) From the data given below

$$r_{12} = 0.7, r_{13} = 0.6 \text{ and } r_{23} = 0.5, \text{ find}$$

- i) Partial correlation coefficient  $r_{12.3}$
- ii) Multiple correlation coefficient  $R_{1.23}$

d) From the following data of Town A and Town B, which would you consider to be more healthy ? (Assume town A population as standard)

Age	Town A		Town B	
	Population	Deaths	Population	Deaths
0 – 15	10,000	200	15,000	370
15 – 50	18,000	500	20,000	600
50 and above	2,000	50	5,000	100

e) A morbidity survey in certain locality revealed that, out of 240 persons exposed to small-pox 112 were attacked. Out of 240 persons 152 had been vaccinated and of these only 48 were attacked. Calculate the coefficient of association and between vaccination and attack of small pox. Interpret the value of Q.

4. Attempt **any three** of the following : **(5 each)**

a) State the situations under which base shifting is essential. Reconstruct the following Index No. series by using 1996 as base.

<b>Year</b> :	92	93	94	95	96	97	98
<b>CPI</b> :	193	219	240	258	300	313	342



- b) The following data give the number of women in child bearing ages and yearly births by quinquennial age groups for a city. Calculate general fertility rate and total fertility rate.

Age group	15–20	20–25	25–30	30–35	35–40	40–45	45–50
Female population in '000	8	10	12	6	3	5	4
Number of Births	56	100	84	36	15	05	04

- c) In a company on an average three workers are absent everyday. Assuming Poisson distribution find the probability that on a particular day
- 1) No worker is absent
  - 2) At most 2 workers are absent
  - 3) At least 2 workers are absent.
- d) What do you mean by Vital statistics ? State uses of it.
- e) i) X is a Poisson variate such that  $P(X=2) = \frac{3}{4} P(X=1)$ . Find mean and variance of X.
- ii) State the additive property of Poisson distribution.



5. Attempt **any one** of the following : (10 each)

a)  $Y_1, Y_2$  and  $Y_3$  are the heights in cm of son, mother and father respectively.

Based on 100 observations the following information was obtained

$$\bar{Y}_1=170, \bar{Y}_2=160 \text{ and } \bar{Y}_3=168$$

$$\sigma_1=2.4, \sigma_2=2.7 \text{ and } \sigma_3=2.7$$

$$r_{12} = 0.60, r_{13} = 0.50 \text{ and } r_{23} = 0.50$$

Obtain the equation of least squares regression plane of  $Y_1$  on  $Y_2$  and  $Y_3$ .

Also estimate the height of son when height of mother is 164 cm and height of father is 172 cm.

b) i) Splice the two series together so as to give continuous series with base year 1990.

Year	Series A	Series B
1990	154	-
1991	180	-
1992	210	-
1993	250	100
1994	-	130
1995	-	150
1996	-	180
1997	-	200

ii) A random variable X has probability mass function

$$P(X = x) = \frac{x^2}{14}; x = 1, 2, 3. \text{ Find } E(X) \text{ and } \text{var}(X).$$



[3869] – 613

**S. Y. B.Com. Examination, 2010**  
**BUSINESS LAWS AND PRACTICES**  
**Paper – I**  
**(Old) (2004 Pattern) (Special Paper)**

Time : 3 Hours

Max. Marks : 80

*N.B. : i) All questions are compulsory.*  
*ii) Figures to the **right** indicate **full** marks.*

1. Answer the following in **20** words **each** (**any ten**). **20**
- 1) Define Complaint under Consumer Protection Act, 1986.
  - 2) What is Trade Mark ?
  - 3) What is literary work under Copyright Law ?
  - 4) Define 'Double Insurance'.
  - 5) What is Stock Exchange ?
  - 6) State the Jurisdiction of District forum.
  - 7) In which year FEMA is passed ?
  - 8) Define 'Agreement' under The Competition Act, 2002.
  - 9) Define 'Arbitrator'.
  - 10) What is meant by 'Arbitral Tribunal' ?
  - 11) State the meaning of Service under Trade Mark Law.
  - 12) What is relevant market ?
  - 13) What is meant by 'False Trade Description' ?

**P.T.O.**





2. Answer the following questions in **50** words **each (any two)** : **10**
- 1) What are the advantages of listing on Stock Exchange ?
  - 2) What is Insurable Interest ?
  - 3) State the features of FEMA.
  - 4) State the composition of National Commission.
3. Answer the following questions in **150** words **each (any two)** : **20**
- 1) What are the different types of Marine Insurance Policies ?
  - 2) Write a note on advertisement of application under Trade Mark Law.
  - 3) State the parties who can refer the disputes to Arbitration.
  - 4) Write a note on 'Authorised Person'.
4. Answer the following questions in **300** words **each (any two)** : **30**
- 1) Give details regarding National Commission and discuss the composition of State Commission.
  - 2) What is the procedure for registration of Copyright ?
  - 3) Describe the powers and functions of SEBI.
  - 4) Explain in detail the duties, powers and functions of Commission under. The Competition Act, 2002.



मराठी रूपांतर

- सूचना : १) सर्व प्रश्न सोडविणे आवश्यक आहे.  
२) उजवीकडील अंक पूर्ण गुण दर्शवितात.  
३) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

१. पुढील प्रश्नांची २० शब्दात उत्तरे लिहा. (कोणतेही दहा) :

२०

- १) ग्राहक संरक्षण कायदा , १९८६ अंतर्गत 'तक्रार' ची व्याख्या सांगा.
- २) बोधचिन्ह म्हणजे काय ?
- ३) मुद्रणहक्क कायद्यांतर्गत 'लिटरी वर्क' म्हणजे काय ?
- ४) दूहेरी 'विम्या' ची व्याख्या लिहा.
- ५) भाग बाजार म्हणजे काय ?
- ६) जिल्हा मंचाची अधिकारकक्षा सांगा.
- ७) 'फेमा' कोणत्या वर्षी पास करण्यात आला ?
- ८) स्पर्धा कायदा, २००२ अंतर्गत 'करारा' ची व्याख्या लिहा.
- ९) 'लवादक' ची व्याख्या लिहा.
- १०) न्यायाधिकरण म्हणजे काय ?
- ११) बोधचिन्ह कायद्या अंतर्गत 'सेवा' शब्दाचा अर्थ सांगा.
- १२) 'रेलेव्हंट मार्केट' म्हणजे काय ?
- १३) 'खोटे व्यापारी विधान' म्हणजे काय ?



२. पुढील प्रश्नांची ५० शब्दात उत्तरे लिहा. (कोणतेही २) : १०
- १) भाग बाजारातील नोंदणीचे फायदे काय आहेत ?
  - २) 'इन्शुरेबल इंटरेस्ट' म्हणजे काय ?
  - ३) 'फेमा' चे वैशिष्ट्ये सांगा.
  - ४) राष्ट्रीय आयोगाची रचना सांगा.
३. पुढील प्रश्नांची १५० शब्दात उत्तरे लिहा. (कोणतेही २) : २०
- १) सागरी विमा योजनांचे विविध प्रकार कोणते ?
  - २) बोध चिन्ह कायद्या अंतर्गत अर्ज विषय जाहिरातीवर टिप लिहा.
  - ३) लवादाकडे तंट्या संदर्भात कोणते पक्ष जाऊ शकतात ?
  - ४) 'अधिकृत व्यक्ति' यावर टिप लिहा.
४. पुढील प्रश्नांची ३०० शब्दात उत्तरे लिहा. (कोणतेही २) : ३०
- १) राष्ट्रीय आयोगा संदर्भात सविस्तर लिहा आणि राज्य आयोगाच्या रचनेची चर्चा करा.
  - २) मुद्रण हक्क नोंदणीची प्रक्रिया काय आहे ?
  - ३) 'सेबी' चे अधिकार आणि कार्ये स्पष्ट करा.
  - ४) स्पर्धा कायदा, २००२ अंतर्गत आयोगाची कर्तव्ये अधिकार आणि कार्ये स्पष्ट करा.



[3869] – 619

**S.Y. B.COM. Examination, 2010**  
**ADVERTISING, SALESPROMOTION AND SALES MANAGEMENT – III**  
**(Vocational Paper)**  
**(Advertising – II)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 60

- N.B. : 1) All questions are compulsory.*  
*2) Each question carries equal marks.*

1. Explain the concept of 'Advertising media'. Narrate the types of media.

OR

What do you mean by 'Advertising media' ? Describe the factors to be considered for the selection of media.

2. Narrate the problems of Rural Marketing.

OR

What media would you prefer for advertising the following products/services ?  
Justify your answer :

- a) Computers
- b) Ice-creams
- c) Refrigerator.

3. What do you mean by Media Planning and Ad. agency ? Narrate the factors influencing choice of Ad. agency.

OR

Describe the Regulations framed for Advertising in India.

4. Write short notes (**any three**) :

- 1) Pre-testing Methods
- 2) Difficulties faced in evaluating Advertising effectiveness
- 3) Media scheduling
- 4) False claims in Advertising
- 5) Media scene in India.

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[3869] – 620

**S.Y.B.Com. Examination, 2010**  
**PRINCIPLES AND PRACTICE OF INSURANCE – III**  
**Fire and Marine Insurance**  
**(Vocational Paper) (2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 60

*N.B. : 1) All questions are compulsory.*  
*2) All questions carry equal marks.*

1. Fire Insurance is a contract of Indemnity. Discuss. 15

OR

Define insurable interest. Explain with examples how insurable interest arises under fire insurance policy.

2. State the documents required for the settlement of for the settlement of marine insurance transit claim. 15

OR

Define and distinguish between contribution and double insurance.

3. What do you understand by the term actual and constructive loss. Distinguish between actual and constructive loss. 15

OR

Explain with example the concept of protata condition under Fire Policy.

4. Write short notes on (**any three**) : 15

- 1) General average
- 2) Reinsurance
- 3) Subrogation
- 4) Ex gratia payment
- 5) Valued and unvalued policies
- 6) Different types of freight insurance.



[3869] – 626

**S.Y. B.Com. Examination, 2010**  
**ADVERTISING, SALESPROMOTION AND SALESMANAGEMENT – IV**  
**(Vocational Paper)**  
**(Personal Selling and Salesmanship)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Marks : 60

*N.B. : 1) All questions are compulsory.*  
*2) All question carry equal marks.*

1. What do you mean by personal selling ? Describe the importance of personal selling.

OR

Explain in detail the various types of customers.

2. Which qualities should a salesperson possess to become successful ?

OR

Describe the reports and documents to be prepared by salesperson.

3. Explain the process of sales in detail.

OR

What do you mean by buying motives ? Explain with appropriate examples.

4. Write short notes (**any three**)

- 1) AIDA technique.
- 2) Selling as career
- 3) Wholesaler salesmen
- 4) Methods of approach
- 5) Physical qualities of a salesman.



[3869] – 627

**S.Y. B.Com. Examination, 2010**  
**PRINCIPLES & PRACTICE OF INSURANCE – IV**  
**(Vocational Paper) (2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 60

*N.B.:* 1) *All questions are compulsory.*  
2) *All questions carry equal marks.*

1. Define 'Probability'. How does it applicable to aspect, of 'Mortality' ?  
Give 3 examples of Probability. **15**

OR

What do you understand by mutually exclusive and independent events ?

2. What is significance of 'Mortality Tables' ? Take review of bases of mortality  
stating advantages and disadvantages of each source. **15**

OR

What is 'Premium' ? Which factors contribute to decide quantum of Premium ?

3. Enlist various benefits available under a Life Insurance Policy. **15**

OR

What is sum total event happening and not happening ? How does it affect the  
probability of death and probability of survival ?

4. Write short notes on (**any 3**) : **15**

- 1) With profits and without profits policy.
  - 2) With accident benefit and without accident benefit policy.
  - 3) Trend year after year in respect of survival and in respect of death.
  - 4) Census method for construction of mortality table.
  - 5) Mutually exclusive and independent events.
  - 6) Compound interest function.
-



[3869] – 629

**S.Y. B.Com. Examination, 2010**  
**TAX PROCEDURE AND PRACTICES – IV**  
**(Old) (2004 Pattern)**  
**Vocational Paper**  
**Wealth Tax, P.T. and Service Tax**

Time : 2 Hours

Max. Marks : 60

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

1. Answer in **20** words each (**any seven**) : **14**
- 1) What is the basic exemption and rate of wealth tax ?
  - 2) What is the minimum and maximum rate of P.T. for enrolled person ?
  - 3) State the present rate of Service Tax ?
  - 4) Who is exempted from P.T. ?
  - 5) Who is not chargeable for penalty and fine under P.T. ?
  - 6) Whose wealth is not chargeable u/s 45 of Wealth Tax Act 1957 ?
  - 7) Which services are exempted from Service Tax ?
  - 8) State the main objects of P.T.
  - 9) State the title, extent and application of P.T. Act, 1975 ?
  - 10) What do you mean by “debt owed” ?

P.T.O.





2. Answer in **50** words each (**any two**) : **8**
- a) How the registration certificate is obtained under P.T. Act and Rule 1975 ?
  - b) State the various deemed assets under Wealth Tax Act, 1957 ?
  - c) What is service tax ? What are the taxable services ?
  - d) Write note on Incidence of tax U/S (5.6) of Wealth Tax Act, 1957.
3. Answer in **150** words each (**any three**) : **18**
- 1) Explain the assets taxable under W.T. Act, 1957.
  - 2) Which assets are exempted U/S 5 of W.T. Act ?
  - 3) How the certificate of registration and enrollment is cancelled under P.T. Act ?
  - 4) State the procedure of filing E-mail return under service tax.
  - 5) What is the role of Chartered Accountant under Service Tax Act, 1994 ?
4. Answer in **500** words (**any one**) : **20**
- 1) State the total frame work and an overview of Service Tax Act, and Rule, 1994.
  - 2) State the administrative authorities under Wealth Tax Act and Rule and state their powers and duties.
-



[3869] – 601

**S.Y. B.Com. Examination, 2010  
BUSINESS COMMUNICATION  
(2004 Pattern) (Old)**

Time: 3 Hours

Max. Marks: 80

*N.B. : 1) All questions are compulsory.  
2) Figures to the right indicate full marks.*

1. Answer in **20** words **each (any ten)** : **20**

- 1) What is communication ?
- 2) What is sales-letter ?
- 3) What do you mean by 'You Attitude' ?
- 4) What is status Enquiry ?
- 5) What is Oral-Communication ?
- 6) Explain the Accuracy of letter.
- 7) What do you mean by Report ?
- 8) What is Bio-data ?
- 9) What is Agency-correspondence ?
- 10) What is quorum of the meeting ?
- 11) What do you mean by vertical filing ?
- 12) What do you mean by speech ?
- 13) What is notice of the meeting ?

P.T.O.



2. Answer in **50** words **each (any two)** : **10**
- 1) Explain the process of communication.
  - 2) State the advantages of written-communication.
  - 3) State the importance of speech-preparation.
  - 4) State the types of report.
3. Answer in **150** words **each (any two)** : **20**
- 1) Draft an enquiry letter to Diamond Watch Company Ltd., Bangalore on behalf of Mehata Watch House, Raviwar Peth, Satara for purchasing watches.
  - 2) Manoj Trading Company, Sangali has not received the balance of Rs. 60,000 from Anand Traders, Pune in spite of three reminder letters. Draft a letter threatening a legal action.
  - 3) Write a letter on behalf of Anand Dairy, Solapur to Krishna Co-operative Milk Sangh Ltd., Kolhapur to obtain Agency to their products.
  - 4) Draft the Minutes of Annual General Meeting of Bajaj Electronics Ltd. Nagpur.
4. Answer in **300** words **each (any two)** : **30**
- 1) Explain in detail the layout of Business letter.
  - 2) Explain the details Barriers to effective communication.
  - 3) Write a detailed note on various electronic instruments used in modern communication.
  - 4) Explain the features of an Ideal Report and explain in detail contents in Agency agreement.
-



[3869] – 604

**S.Y.B.Com. Examination, 2010  
(2004 Pattern) (Old)  
BUSINESS MANAGEMENT**

Time : 3 Hours

Max. Marks : 80

*N.B. : 1) All questions are compulsory.*

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

1. Answer the following questions in **twenty** words **each** (**any ten**) : **20**

- 1) Define the term 'Business'.
- 2) What do you mean by 'planning' ?
- 3) What is 'forecasting' ?
- 4) Define the term 'decision-making'.
- 5) Define the term 'organisation'.
- 6) What do you mean by 'Departmentation' ?
- 7) Define the term 'Direction'.
- 8) What do you mean by 'Motivation' ?
- 9) Define the term 'Leadership'.
- 10) Define the term 'Communication'.
- 11) What is 'Coordination' ?
- 12) Define the term 'Control'.
- 13) What do you mean by 'Delegation of Authority' ?

**P.T.O.**



2. Answer the following questions in **50** words **each** (any two) : **10**
- 1) Explain the various managerial skills.
  - 2) What are the advantages of planning ?
  - 3) Describe the importance of motivation.
  - 4) What are the characteristics of 'control' ?
3. Answer in **150** words **each** (any two) : **20**
- 1) Explain the contribution of Henri Fayol, to management.
  - 2) What are the advantages of committee type of organisation ?
  - 3) Describe A. H. Maslow's theory of motivation.
  - 4) What are the barriers to communication ?
4. Answer in **300** words **each** (any two) : **30**
- 1) Describe various functions of management.
  - 2) Explain the importance and limitations of planning.
  - 3) What are the qualities for leadership and techniques of leadership ?
  - 4) Explain the concepts in detail :
    - a) Total Quality Management
    - b) Business Ethics.

### मराठी रुपांतर

*सूचना : 1) सर्व प्रश्न अनिवार्य आहेत.*

*2) उजव्या बाजूकडील अंक पूर्ण गुण दर्शवितात.*

१. खालील प्रश्नांची प्रत्येकी २० शब्दात उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) व्यवसाय या संज्ञेची व्याख्या लिहा.
  - २) 'नियोजन' म्हणजे काय ?
  - ३) 'पूर्वानुमान' म्हणजे काय ?
  - ४) 'निर्णय प्रक्रिया' या संज्ञेची व्याख्या लिहा.
  - ५) 'सघटन' या संज्ञेची व्याख्या लिहा.



- ६) 'विभागीकरण' म्हणजे काय ?
- ७) 'निर्देशन' या संज्ञेची व्याख्या लिहा.
- ८) 'अभिप्रेरणा' म्हणजे काय ?
- ९) 'नेतृत्व' या संज्ञेची व्याख्या लिहा.
- १०) 'संदेशवहन' या संज्ञेची व्याख्या लिहा.
- ११) 'समन्वय' म्हणजे काय ?
- १२) 'नियंत्रण' या संज्ञेची व्याख्या लिहा.
- १३) 'अधिकार - प्रधान' म्हणजे काय ?

२. खालील प्रश्नांची प्रत्येकी ५० शब्दात उत्तरे लिहा (कोणतेही २) :

१०

- १) विविध व्यवस्थापकीय कौशल्ये स्पष्ट करा.
- २) नियोजनाचे फायदे कोणते ते लिहा.
- ३) 'अभिप्रेरणेचे महत्व' वर्णन करा.
- ४) नियंत्रणाची वैशिष्ट्ये कोणती ते लिहा.

३. खालील प्रश्नांची प्रत्येकी १५० शब्दात उत्तरे लिहा. (कोणतेही २) :

२०

- १) हेन्री फेयॉल यांचे व्यवस्थापनशास्त्रतील योगदान स्पष्ट करा.
- २) समिती-संघटन या संघटन प्रकाराचे फायदे कोणते ते लिहा.
- ३) ए. एर्च. मॅस्लो यांच्या अभिप्रेरणासिद्धांताचे वर्णन करा.
- ४) संदेशवहनातील अडथळे कोणते ते लिहा.

४. खालील प्रश्नांची प्रत्येकी ३०० शब्दात उत्तरे लिहा (कोणतेही २) :

३०

- १) व्यवस्थापनाच्या विविध कार्यांचे वर्णन करा.
- २) नियोजनाचे महत्व व मर्यादा स्पष्ट करा.
- ३) नेतृत्वाचे गुण व नेतृत्वाची तंत्रे कोणती ते लिहा ?
- ४) खालील संकल्पना सविस्तर स्पष्ट करा.
  - अ) एकात्मिक दर्जा व्यवस्थापन
  - ब) व्यावसायिक नीतीमूल्ये.



[3869] – 605

**S.Y. B.Com. Examination, 2010**  
**CORPORATE LAW**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

*N.B.:* i) *All questions are compulsory.*  
ii) *Figures to the right indicate full marks.*

1. Answer the following in **20** words **each (any ten)** : **20**
- 1) Define 'Public Company'.
  - 2) What is the meaning of 'Government Company' ?
  - 3) What is statement in lieu of Prospectus ?
  - 4) What is 'Irregular Allotment of Shares' ?
  - 5) What is 'Mis-statement in prospectus' ?
  - 6) State the meaning of 'Buy-Back of Shares'.
  - 7) What do you mean by 'Issue of Shares at Discount' ?
  - 8) State the minimum and maximum number of directors in public and private company.
  - 9) State the meaning of 'Mis-management'.
  - 10) State the meaning of 'Declaration of Solvency'.
  - 11) State the meaning of the term 'Company Meeting'.
  - 12) What is members 'Voluntary winding up' ?
  - 13) What is the meaning of 'Debenture' ?

**P.T.O.**



2. Answer the following questions in **50** words **each (any two)** : **10**
- 1) State the provisions for valid forfeiture of shares.
  - 2) When does the floating charge become a fixed charge ?
  - 3) State the rights of Proxy.
  - 4) State the contents of the Statutory Report.
3. Answer the following questions in **150** words **each (any two)** : **20**
- 1) Describe the procedure for issue of Share Warrant.
  - 2) Distinguish between Memorandum of Association and Articles of Association.
  - 3) What are the qualifications and disqualifications of a Director ?
  - 4) What are the duties of the official liquidator of a company ?
4. Answer the following questions in **300** words **each (any two)** : **30**
- 1) Define the term 'Company'. Explain in detail the features of a company.
  - 2) What is the meaning of Allotment of Shares ? State the legal provisions of Allotment of Shares. What are the effects of irregular allotment ?
  - 3) Define a Director. Explain the provisions regarding removal of Directors of Company.
  - 4) What is winding up of a company ? Explain the various modes of winding up of company.

**मराठी रूपांतर**

- सूचना :** i) सर्व प्रश्न अनिवार्य आहेत.  
ii) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

१. खालील प्रश्नांची प्रत्येकी २० शब्दांत उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) 'सार्वजनिक कंपनीची' व्याख्या करा.





- २) 'सरकारी कंपनीचा' अर्थ काय ?
- ३) 'माहितीपत्रकाएवतीचे निवेदन' म्हणजे काय ?
- ४) 'अनियमित भागवाटप' म्हणजे काय ?
- ५) 'माहितीपत्रकातील चुकीचे विधान' म्हणजे काय ?
- ६) 'भागांच्या पुनर्खरेदीचा' अर्थ सांगा.
- ७) 'सूट देऊन भागांची विक्री' म्हणजे काय ?
- ८) सार्वजनिक व खाजगी कंपनीतील संचालकांची किमान व कमाल संख्या सांगा.
- ९) 'गैरव्यवस्थापनाचा' अर्थ सांगा.
- १०) 'सधनतेचे प्रकटीकरण' - अर्थ सांगा.
- ११) 'कंपनी सभा' या संज्ञेचा अर्थ सांगा.
- १२) 'सभासदांकडून ऐच्छिक विसर्जन' म्हणजे काय ?
- १३) 'कर्जरोख्याचा' अर्थ काय ?

२. खालील प्रश्नांची प्रत्येकी ५० शब्दांत उत्तरे लिहा (कोणतेही दोन) :

१०

- १) वैध भागजप्तीच्या तरतुदी सांगा.
- २) तरंगता बोजाचे रूपांतर स्थिर बोजात केव्हा होते ?
- ३) मतप्रतिनिधीचे हक्क सांगा.
- ४) नियामक अहवालाचा तपशील सांगा.



३. खालील प्रश्नांची प्रत्येकी १५० शब्दांत उत्तरे लिहा (कोणतेही दोन) : २०
- १) भाग अधिपत्र देण्याची कार्यपद्धती वर्णन करा.
  - २) घटनापत्रक व नियमावली यातील फरक स्पष्ट करा.
  - ३) संचालकाची पात्रता व अपाभता काय ?
  - ४) कंपनीच्या अधिकृत विसर्जकाची कर्तव्ये कोणती ?
४. खालील प्रश्नांची प्रत्येकी ३०० शब्दांत उत्तरे लिहा (कोणतेही दोन) : ३०
- १) कंपनी या संज्ञेची व्याख्या करा. कंपनीची वैशिष्ट्ये सविस्तर स्पष्ट करा.
  - २) भाग वाटपाचा अर्थ काय ? भागवाटपाच्या कायदेशिर तरतुदी सांगा. अनियमित भागवाटपाचे परिणाम कोणते ?
  - ३) संचालकाची व्याख्या करा. संचालकाला काढून टाकण्या-संदर्भातील तरतुदी स्पष्ट करा.
  - ४) कंपनीचे विसर्जन म्हणजे काय ? कंपनी विसर्जन करण्याचे विविध प्रकार स्पष्ट करा.



[3869] – 607

**S.Y. B.Com. Examination, 2010**  
**CO-OPERATION AND RURAL DEVELOPMENT – I**  
**(Special Paper) (2004 Pattern) (Old)**

Time: 3 Hours

Max. Marks: 80

*N.B. : i) All questions are compulsory.*  
*ii) Figures to the right indicate full marks.*

1. Answer the following questions in **20** words **each (any ten)** : **20**
- 1) What was the object of Co-operative Societies Act, 1912 ?
  - 2) What is the object of Amendment of By-laws of co-operatives ?
  - 3) What is the aim of employee's co-operatives ?
  - 4) State the provisions in Co-operative Societies Act, 1904.
  - 5) What do you mean by accountability of District Registrar of Co-operatives ?
  - 6) State the two sources of Rural Development.
  - 7) State two merits of multi-stage co-operatives.
  - 8) Suggest two activities for rural development.
  - 9) State the importance of co-operative sugar factories in co-operative movement.
  - 10) State two draw-backs of sugar co-operatives in Maharashtra.
  - 11) State two problems of group approach of rural development.
  - 12) What is unlimited liability ?
  - 13) What is agenda ?
2. Answer the following questions in **50** words **each (any two)** : **10**
- 1) State the main provisions of Co-operative Societies Act, 1904.
  - 2) Explain the scope of rural development.
  - 3) Explain the provisions of Maharashtra Co-operative Act, 1960 regarding Audit of co-operatives.
  - 4) Explain the features of mass approach in rural development.

P.T.O.



3. Answer the following questions in **150** words **each** (any two) : **20**
- 1) Review in brief the stages of Co-operative Legislations in India.
  - 2) Explain the duties of Co-operative Societies.
  - 3) Explain the nature of group approach in rural development.
  - 4) Review in brief the work of Mahatma Gandhiji regarding rural development.
4. Answer the following questions in **300** words **each** (any two) : **30**
- 1) Explain the progress and problems of sugar and dairy co-operatives in Maharashtra.
  - 2) Explain the power and responsibilities of District Registrar of co-operative society.
  - 3) Review in brief the thought and work of Dr. Ambedkar in social reforms.
  - 4) Explain the salient features of thought and work of Mahatma Jyotirao Phule, assess its impact on rural development.

#### मराठी रूपांतर

सूचना : १) सर्व प्रश्न सोडविणे आवश्यक आहे.

२) उजवीकडील अंक पूर्ण गुण दर्शवितात.

१. खालील प्रश्नांची प्रत्येकी २० शब्दात उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) सहकारी संस्था कायदा, १९१२ चे उद्दिष्ट्ये कोणते होते ?
  - २) सहकारी संस्थेच्या उपविधीच्या दुरुस्तीचे उद्दिष्ट्य काय असते ?
  - ३) सेवक सहकारी संस्थांचे उद्दिष्ट्य काय असते ?
  - ४) सहकारी संस्थांचा कायदा, १९०४ च्या दोन तरतुदी सांगा.
  - ५) जिल्हा सहकारी निबंधकाचे उत्तरदायित्व म्हणजे काय ?
  - ६) ग्रामीण विकासाचे दोन स्रोत सांगा.



- ७) बहुराज्य-सहकारी संस्थेचे दोन गुण सांगा.
- ८) ग्रामीण विकासासाठी दोन उपक्रम सूचवा.
- ९) सहकारी चळवळीमधीळ सहकारी साखर कारखान्यांचे महत्त्व सांगा.
- १०) महाराष्ट्रातील सहकारी साखर कारखान्यांचे दोन दोष सांगा.
- ११) ग्रामीण विकासाचा समूह दृष्टिकोनाच्या दोन समस्या सांगा.
- १२) अमर्यादीत जबाबदारी म्हणजे काय ?
- १३) सभेची सूचना म्हणजे काय ?
२. खालील प्रश्नांची उत्तरे प्रत्येकी ५० शब्दांत लिहा (कोणतेही दोन) : १०
- १) सहकारी संस्थांचा कायदा १९०४ च्या प्रमुख तरतुदी सांगा.
- २) ग्रामीण विकासाची व्याप्ती स्पष्ट करा.
- ३) महाराष्ट्र राज्य सहकारी कायदा १९६० च्या सहकारी संस्थांचे अंकेक्षण यासंबंधी तरतुदी स्पष्ट करा.
- ४) ग्रामीण विकासाबाबतचा सर्वांगीण दृष्टिकोनाचे वैशिष्ट्ये स्पष्ट करा.
३. खालील प्रश्नांची उत्तरे प्रत्येकी १५० शब्दांत लिहा (कोणतेही दोन): २०
- १) भारतातील सहकारी कायदांच्या टप्प्यांचा थोडक्यात आढावा घ्या.
- २) सहकारी संस्थांची कर्तव्ये स्पष्ट करा.
- ३) ग्रामीण विकासाच्या गट किंवा समूह दृष्टिकोनाचे स्वरूप स्पष्ट करा.
- ४) महात्मा गांधी यांच्या ग्रामीण विकासाबाबतच्या कार्याचा थोडक्यात आढावा घ्या.
४. खालील प्रश्नांची उत्तरे प्रत्येकी ३०० शब्दांत उत्तर लिहा (कोणतेही दोन): ३०
- १) महाराष्ट्रातील साखर व दूध सहकारी संस्थांची प्रगती व समस्या स्पष्ट करा.
- २) जिल्हा सहकारी संस्था निबंधकाचे अधिकार आणि जबाबदाऱ्या स्पष्ट करा.
- ३) सामाजिक सुधारणांच्या बाबतीत डॉ. बाबासाहेब अंबेडकर यांच्या विचारांचा थोडक्यात आढावा घ्या.
- ४) ग्रामीण सुधारणा या संदर्भात महात्मा ज्योतिराव फुले यांच्या कार्याचा थोडक्यात आढावा घ्या.



[3869] – 610

**S.Y.B.Com. Examination, 2010**  
**BANKING AND FINANCE – I**  
**(Special Paper)**  
**(Indian Banking System)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

*N.B. : I) All questions are compulsory.*  
*II) Figures to the right indicate full marks.*

1. Answer the following questions in **20** words **each (any ten)** : **20**
- 1) Define non-scheduled banks.
  - 2) What is meant by private sector banks ?
  - 3) Define foreign banks.
  - 4) What is meant by social control over banks ?
  - 5) What is meant by Regional Rural Banks ?
  - 6) What is Cash Reserve Ratio (C.R.R) ?
  - 7) What is credit control ?
  - 8) Define Bank Rate.
  - 9) Define co-operative banks.
  - 10) What is meant by development banks ?
  - 11) What is selective credit control ?
  - 12) Define central bank.
  - 13) What is meant by cleaning house facility ?
2. Answer the following questions in **50** words **each (any two)** : **10**
- 1) State the role of banking system in Indian Economy.
  - 2) Explain the objectives of Regional Rural Banks.
  - 3) State the functions of District Central Co-operative Banks.
  - 4) State the difference between development banks and commercial banks.

**P.T.O.**



3. Answer the following questions in **150** words **each (any two)** : **20**
- 1) Discuss the progress of banks after nationalisation in India.
  - 2) State and explain the functions and performance of foreign banks in India.
  - 3) Explain the methods of quantitative credit control.
  - 4) Explain the structure and role of development banks.
4. Answer the following questions in **300** words **each (any two)** : **30**
- 1) State and explain the organisation and role of state bank of India.
  - 2) Explain the recommendations of Narasimham committee (I) 1991.
  - 3) Discuss the functions of Reserve Bank of India.
  - 4) State and explain the functions and problems of state co-operative banks.

### मराठी रूपांतर

*सूचना : I) सर्व प्रश्न आवश्यक आहेत.*

*II) उजवीकडील अंक पूर्ण गुण दर्शवितात.*

*III) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.*

१. खालील पैकी प्रश्नांची प्रत्येकी २० शब्दांत उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) बिगर-अनुसूचित बँकांची व्याख्या द्या.
  - २) खाजगी क्षेत्रातील बँका म्हणजे काय ?
  - ३) विदेशी बँकांची व्याख्या द्या.
  - ४) बँकांवरील सामाजिक नियंत्रण म्हणजे काय ?
  - ५) प्रादेशिक ग्रामीण बँका म्हणजे काय ?
  - ६) रोख राखीव निधी प्रमाण म्हणजे काय ?
  - ७) पत नियंत्रण म्हणजे काय ?
  - ८) बँक दराची व्याख्या द्या.
  - ९) सहकारी बँकांची व्याख्या द्या.



- १०) विकास बँका म्हणजे काय ?
- ११) निवडक पतनियंत्रण म्हणजे काय ?
- १२) मध्यवर्ती बँकेची व्याख्या द्या.
- १३) निरसन गृह सुविधा म्हणजे काय ?

२. खालील प्रश्नांची प्रत्येकी ५० शब्दांत उत्तरे लिहा (कोणतेही दोन) : १०

- १) भारतीय अर्थव्यवस्थेमधील बँक प्रणालीची भूमिका सांगा.
- २) प्रादेशिक ग्रामीण बँकांची उद्दिष्टे स्पष्ट करा.
- ३) जिल्हा मध्यवर्ती सहकारी बँकांची कार्ये सांगा.
- ४) विकास बँका आणि व्यापारी बँका यातील फरक सांगा.

३. खालील प्रश्नांची प्रत्येकी १५० शब्दांत उत्तरे लिहा (कोणतेही दोन) : २०

- १) भारतातील बँकांच्या राष्ट्रीयीकरणानंतरच्या प्रगतीची चर्चा करा.
- २) भारतातील विदेशी बँकांची कार्ये आणि कामगिरी सांगा व स्पष्ट करा.
- ३) संख्यात्मक पतनियंत्रणाच्या पद्धती स्पष्ट करा.
- ४) विकास बँकांची रचना व भूमिका स्पष्ट करा.

४. खालील प्रश्नांची प्रत्येकी ३०० शब्दांत उत्तरे लिहा (कोणतेही दोन) : ३०

- १) भारतीय स्टेट बँकेचे संघटन व भूमिका सांगा व स्पष्ट करा.
- २) नरसिंहम् समिती I (१९९१) च्या शिफारशी स्पष्ट करा.
- ३) भारतीय रिझर्व्ह बँकेच्या कार्याची चर्चा करा.
- ४) राज्य सहकारी बँकांची कार्ये व समस्या सांगा आणि स्पष्ट करा.





[3869] – 611

**S.Y. B.Com. Examination, 2010**  
**BUSINESS ENTREPRENEURSHIP – I**  
**(Special Paper) (2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

*N.B. : 1) All questions are compulsory.*  
*2) Figures to the right indicate full marks.*

1. Answer in **20** words **each (any ten)** : **20**
- 1) What is Micro-Finance ?
  - 2) What is 'Privatisation' ?
  - 3) Findings of Kakinada Experiments.
  - 4) Imitating Entrepreneur.
  - 5) Achievement Motive.
  - 6) Innovation.
  - 7) Entrepreneur.
  - 8) Collective Entrepreneurship.
  - 9) Unemployment.
  - 10) Four types of services.
  - 11) Social Responsibility.
  - 12) Four challenges of globalisation.
  - 13) Business process outsourcing.
2. Answer in **50** words **each (any two)** : **10**
- 1) Opportunities of Agri-business.
  - 2) Features of service business.
  - 3) Distinguish between 'Entrepreneur and Manager'.
  - 4) Importance of supply chain.

**P.T.O.**



3. Answer in **150** words **each** (any two) : **20**
- 1) 'Entrepreneurs are born and not made'. Comment.
  - 2) Explain four sources of Innovation.
  - 3) Discuss the barriers to the Entrepreneurship Development.
  - 4) Narrate various techniques of creativity development.
4. Answer in **300** words **each** (any two) : **30**
- 1) Discuss Entrepreneurial qualities of late Shri. Padamshri Vithalrao Vikke Patil.
  - 2) Explain in detail the functions of Entrepreneur.
  - 3) Discuss the social responsibilities of business towards shareholders, employees and consumers.
  - 4) Explain in detail types of service industry.

### मराठी रूपांतर

सूचना : १) सर्व प्रश्न सोडविणे आवश्यक आहे.  
२) उजवीकडील अंक गुण दर्शवितात.

१. प्रत्येकी २० शब्दांत उत्तरे लिहा (कोणतेही दहा) : **२०**
- १) 'सुक्ष्म कर्ज' म्हणजे काय ?
  - २) 'खाजगीकरण' म्हणजे काय ?
  - ३) काकिनाडा प्रयोगाचे निष्कर्ष.
  - ४) अनुकरणशिल उद्योजक.
  - ५) सिद्धीप्रेरणा.
  - ६) नवनिर्मिती.
  - ७) उद्योजक.
  - ८) सामुहिक उद्योजकता.
  - ९) बेरोजगारी
  - १०) सेवांचे चार प्रकार.



- ११) समाजिक जवाबदारी.
- १२) जागतिकीकरणाची चार आव्हाने.
- १३) बाह्यस्रोतार्थ व्यावसायिक प्रक्रीया.

२. प्रत्येकी ५० शब्दांत उत्तरे लिहा (कोणतेही दोन) :

१०

- १) कृषी उद्योगातील संधी.
- २) सेवा व्यवसायाची वैशिष्ट्ये.
- ३) उद्योजक आणि व्यवस्थापक यातील फरक.
- ४) पुरवठा साखळीचे महत्त्व.

३. प्रत्येकी १५० शब्दांत उत्तरे लिहा (कोणतेही दोन) :

२०

- १) “उद्योजक जन्मावा लागतो “तो निर्माण करता येत नाही” भाष्य करा.
- २) नवनिर्मितीचे कोणतेही चार स्रोत स्पष्ट करा.
- ३) उद्योजकता विकासातील अडथळांची चर्चा करा.
- ४) सर्जनशिलता विकासाची विविध तंत्रे विशद करा.

४. प्रत्येकी ३०० शब्दांत उत्तरे लिहा (कोणतेही दोन) :

३०

- १) श्री. पद्माश्री विठ्ठलराव विखे पाटील यांच्या उद्योजकीय गुणांची चर्चा करा.
- २) उद्योजकाची कार्ये सविस्तर स्पष्ट करा.
- ३) व्यवसायाच्या भागरधारक, कर्मचारी आणि ग्राहक यांच्या प्रति असलेल्या सामाजिक जवाबदाऱ्यांची चर्चा करा.
- ४) सेवा उद्योगाचे प्रकार विस्तृत स्पष्ट करा.



[3869] – 612

**S.Y. B.Com. Examination, 2010  
MARKETING MANAGEMENT  
(Special Paper)  
(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

*N.B. : i) All questions are compulsory.*

*ii) Figures to the right indicate full marks.*

1. Answer the following questions in **20** words each (any ten) : **20**

- 1) What is Micro Marketing ?
- 2) Define Marketing Planning.
- 3) Define MIS.
- 4) Define 'Marketing Mix'.
- 5) What is 'Sales Analysis' ?
- 6) What is 'Intangibility of Services' ?
- 7) Explain the term 'Close Questionnaire'.
- 8) Explain Telephone Survey.
- 9) What is 'Customer Oriented Approach of Marketing' ?
- 10) Explain 'Product Elimination'.
- 11) Define the term 'Coordination'.
- 12) Explain the concept of Rural Marketing.
- 13) What is 'Decentralisation of Authority' ?

**P.T.O.**



2. Answer the following questions in **50** words **each** (**any two**) : **10**
- 1) Write a short note on 'Customer Oriented Approach'.
  - 2) Explain the New Product Development Process in detail.
  - 3) Write in brief Managerial Skills.
  - 4) Explain the importance of Branding.
3. Answer the following questions in **150** words **each** (**any two**) : **20**
- 1) Explain the advantages and limitations of Marketing.
  - 2) Describe the styles of leadership.
  - 3) Explain the process of Marketing Research.
  - 4) Elaborate upon the test marketing procedure.
4. Answer the following questions in **300** words **each** (**any two**): **30**
- 1) Write a detail note on the controllable and uncontrollable factors of marketing environment.
  - 2) Explain the steps in Marketing Planning.
  - 3) Explain the qualities, duties and powers of Marketing Manager.
  - 4) Bring out the importance and explain the essentials of a sound marketing organisation.

### मराठी रूपांतर

*सूचना : i) सर्व प्रश्न आवश्यक आहे.*

*ii) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.*

1. खालील प्रश्नांची उत्तरे प्रत्येकी **20** शब्दात लिहा. (कोणतेही दहा) : **20**
- 1) समग्रलक्षी विपणन म्हणजे काय ?
  - 2) विपणन नियोजनाची व्याख्या लिहा.
  - 3) 'विपणन समाचार यंत्रणा' - व्याख्या द्या.
  - 4) 'विपणन मिश्रण' ची व्याख्या द्या.



- 5) विक्री विश्लेषण म्हणजे काय ?
- 6) 'सेवांची अदृश्यता' म्हणजे काय ?
- 7) 'बंदिस्थ प्रश्नावली' ही संज्ञा स्पष्ट करा.
- 8) 'दूरध्वनी सर्वेक्षण' ही संकल्पना स्पष्ट करा.
- 9) 'विपणनाचा ग्राहकाभिमुख दृष्टीकोन' म्हणजे काय ?
- 10) 'वस्तू दूरिकरण' ही संकल्पना स्पष्ट करा.
- 11) समन्वय (Coordination) या संज्ञेची व्याख्या द्या.
- 12) ग्रामीण विपणनाची संकल्पना विशद करा.
- 13) अधिकाराचे विकेंद्रिकरण म्हणजे काय ?

2. खालील प्रश्नांची उत्तरे प्रत्येकी **50** शब्दात लिहा (कोणतेही दोन) : **10**

- 1) 'ग्राहकाभिमुख दृष्टीकोन' टीप लिहा.
- 2) नविन वस्तू विकास प्रक्रिया सविस्तर स्पष्ट करा.
- 3) व्यवस्थापकाची कौशल्य थोडक्यात लिहा.
- 4) मुद्रांकणांचि महत्त्व स्पष्ट करा.

3. खालील प्रश्नांची उत्तरे प्रत्येकी **150** शब्दांत लिहा. (कोणतेही दोन) : **20**

- 1) विपणनाचे फायदे व मर्यादा सांगा.
- 2) नेतृत्वशैलीचे वर्णन करा.
- 3) विपणन संशोधनाची प्रक्रिया विशद करा.
- 4) परिक्षात्मक विपणनाच्या कार्यपद्धतीचे विवेचन करा.

4. खालील प्रश्नांची उत्तरे प्रत्येकी **300** शब्दात लिहा (कोणतेही दोन) : **30**

- 1) विपणन पर्यावरणाच्या नियंत्रित व अनियंत्रित घटकांची सविस्तर चर्चा करा.
- 2) विपणन नियोजनातील पायऱ्या स्पष्ट करा.
- 3) विपणन व्यवस्थापकाचे गुण, कर्तव्ये व अधिकार स्पष्ट करा.
- 4) आदर्श विपणन संघटनेचे महत्त्व आणि आदर्श विपणन संघटनेसाठी आवश्यक असणारे घटक स्पष्ट करा.



[3869] – 615

**S.Y.B.Com. Examination, 2010**  
**DEFENCE BUDGETING, FINANCE AND MANAGEMENT – I**  
**(Special Paper)**  
**(2004 Pattern) (Old)**  
**Defence Management**

Time : 3 Hours

Max. Marks : 80

*N.B. : i) All questions are compulsory.*  
*ii) Figures to the indicate full marks.*

1. Answer in **20** words **each** (any ten) : **(2×10=20)**

- 1) What do you mean by Security Management ?
- 2) State the meaning of strategic control.
- 3) Define Economic Forecasting.
- 4) What do you mean by Resources for Defence ?
- 5) State the meaning of Team building.
- 6) Write any two limitations to Defence Management.
- 7) What do you mean by Motivation ?
- 8) State the meaning of 'Material Life Cycle'.
- 9) Write the meaning of 'Integrated Defence Logistics'.
- 10) Write any two principles of Defence Management.
- 11) What do you mean by career management in the Armed Forces ?
- 12) What do you mean by 'Operational Research' ?
- 13) Write any two problems of 'Technological Forecasting'.

**P.T.O.**



2. Answer in **50** words **each (any two)** : **(2×5=10)**
- 1) Explain characteristics of Team building.
  - 2) Write in short on limitations of Defence management.
  - 3) Write a short note on 'material life cycle'.
  - 4) Write in short on limitations of Logistics Planning.
3. Answer in **150** words **each (any two)** : **(2×10=20)**
- 1) Describe process of operational Logistics in the armed forces.
  - 2) Write a note on National Security Management in India.
  - 3) Explain role of private sector in India's defence production.
  - 4) Discuss decision making process in the Armed Forces in India.
4. Answer in **300** words **each (any two)** : **(2×15=30)**
- 1) Explain principles of management and its applications to Defence management.
  - 2) Discuss problems of Technological Forecasting.
  - 3) Explain career management in the Indian Armed Forces.
  - 4) Discuss relationship between War and Economy.

### मराठी रुपांतर

**सूचना :** 1) सर्व प्रश्न सोडविणे आवश्यक आहे.

2) उजवीकडील अंक गुण दर्शवितात.

१. २० शब्दात उत्तरे द्या. (कोणतेही दहा) : २०
- १) सुरक्षा व्यवस्थापन म्हणजे काय ?
  - २) सामरिक नियंत्रण अर्थ लिहा.
  - ३) ईकॉनामिक फोरकॉस्टिंग-व्याख्या द्या.
  - ४) संरक्षण साधनसंपत्ती म्हणजे काय ?
  - ५) चमूबांधणी च्या अर्थ लिहा.





- ६) संरक्षण व्यवस्थापनाच्या दोन मर्यादा लिहा.
- ७) प्रेरणा म्हणजे काय ?
- ८) मेटरीयल लाईफ सायकल अर्थ लिहा.
- ९) इन्टीग्रेटेड डिफेंन्स लॉजिस्टीक चा अर्थ लिहा.
- १०) संरक्षण व्यवस्थापनाची दोन तत्त्वे लिहा.
- ११) सशस्त्र सेनादळातील करिअर मॅनेजमेंट म्हणजे काय ?
- १२) ऑपरेशनल रिसर्च म्हणजे काय ?
- १३) तंत्रज्ञान फोरकॉस्टिंग बाबतच्या दोन समस्या लिहा.
२. ५० शब्दात उत्तरे द्या (कोणतेही दोन) : १०
- १) चमूबांधणीची वैशिष्ट्ये स्पष्ट करा.
- २) संरक्षण व्यवस्थापनाच्या मर्यादा थोडक्यात लिहा.
- ३) मेटरीयल लाईफ सायकल थोडक्यात लिहा.
- ४) पुरवठा व्यवस्थापनाच्या मर्यादा- टीपण लिहा.
३. १५० शब्दात उत्तरे लिहा. (कोणतेही दोन) : २०
- १) सशस्त्र सेनादळातील पुरवठा व्यवस्थापनाच्या कार्य प्रणालीच्या प्रक्रीये बाबत वर्णन करा.
- २) भारततील राष्ट्रीय सुरक्षा व्यवस्थापन यावर टिपण लिहा.
- ३) भारताच्या संरक्षण उत्पादनातील खाजगी क्षेत्राने निभावलेली भूमिका स्पष्ट करा.
- ४) भारताच्या सशस्त्र सेनादळातील निर्णय प्रक्रीये बाबत चर्चा करा.
४. ३०० शब्दात उत्तरे द्या (कोणतेही दोन) : ३०
- १) व्यवस्थापनाची तत्त्वे स्पष्ट करून त्याची संरक्षण व्यवस्थापनात कशा प्रकारे अंमळ बजावणी केली जाते ?
- २) तंत्रज्ञानाच्या फोरकॉस्टिंग बाबतच्या समस्याबाबत चर्चा करा.
- ३) भारताच्या सशस्त्र सेनादळातील करिअर मॅनेजमेंट - स्पष्ट करा.
- ४) युद्ध आणि अर्थव्यवस्था यातील संबंधाबाबत चर्चा करा.



[3869] – 616

**S.Y. B.Com. Examination, 2010**  
**COMPUTER APPLICATION – I (Special Paper)**  
**(RDBMS, VB and VB.NET)**  
**(2004 Pattern) (Old)**

Time : 3 Hours

Max. Marks : 80

- N.B. :*
- i) All questions are compulsory.*
  - ii) Figures to the right indicate full marks.*
  - iii) Neat diagrams must be drawn wherever necessary.*

1. A) Consider the following table : 8  
Politician (Pno, Pname, Partyname, Partyfund)  
Referring to the above table, write SQL statement for the following (**any four**) :
- i) List all records stored in politician table.
  - ii) Display the politician information whose party fund is 50,000.
  - iii) List the Pname whose politician name starts with 'V'.
  - iv) List the politician information whose partyname is 'MNS'.
  - v) List the Pno whose partyfund is greater than 10,000.
  - vi) Change the partyname of politician 'RAM' as 'BJP'.
- B) Explain the following commands (**any four**) : 8
- i) Skip
  - ii) Create
  - iii) Column
  - iv) Exit
  - v) Save.
2. Attempt **any two** of the following : 16
- i) Explain different data types used in SQL.
  - ii) What is database trigger ? Give the name of events on which it is executed with explanation.
  - iii) Explain different data models in brief.

P.T.O.



3. A) Write purpose and syntax of the following (**any four**) : **8**
- i) Inputbox ( )
  - ii) Scroll bar
  - iii) line
  - iv) Dim
  - v) With ..... End with.
- B) Write properties and methods of the following (**any two**) : **8**
- i) Combobox
  - ii) Textbox
  - iii) Label.
4. Attempt **any two** of the following : **16**
- i) Write a note on framework in VB.NET.
  - ii) Explain features and environment of VB.
  - iii) Write a note on steps for developing database application.
5. Attempt **any one** of the following : **16**
- i) Define variables with their scope. Explain data types used in VB.
  - ii) Explain different functions used in SQL in brief.
  - iii) a) Design a form for employee salary. Display three textboxes for reading Basic, DA, HRA of employee, and a Gross salary Button. Write a program for gross salary button, after clicking on button program should display gross salary in a separate textbox.
  - b) Write a PL/SQL Block for modification in politician table, change the partyname to 'BJP' to 'NCP' whose politican number is 10.
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[3869] – 618

**S.Y. B.Com. Examination, 2010**  
**(Vocational Paper)**  
**COMPUTER APPLICATIONS – III**  
**(2004 Pattern) (Old)**

Time : 2 1/2 Hours

Max. Marks : 60

- N.B.:*
- i) Attempt **any five** questions from Section – I.*
  - ii) Attempt **any five** questions from Section – II.*
  - iii) Draw a **neat** labeled diagram **wherever** necessary.*
  - iv) Figures to the **right** indicate **full** marks.*

SECTION – I

1. Define DBMS. Explain the advantages of DBMS. 6
2. Explain in brief the following terms with syntax and example. 6  
a) Create Table      b) Drop
3. Write a short note on PL/SQL. 6
4. Explain the following functions : 6  
a) Count ( )      b) Substr( )
5. Explain in brief the following : 6  
a) DQL      b) Primary Key
6. Explain the following with examples : 6  
a) Order by clause    b) Like operator
7. What is E-R Model ? Explain in brief key elements of E-R Model. 6

P.T.O.



SECTION – II

1. What is Object Oriented Programming ? State any three features in OOP. **6**
2. Explain in brief the following terms with syntax and example : **6**
  - a) Switch
  - b) For
3. What do you mean by two -dimentional array ? Explain with a example. **6**
4. What is a structure ? Explain its use with example. **6**
5. Explain in brief the following C++ tokens : **6**
  - a) Operators
  - b) Constants
6. What do you mean by pointer ? Explain the declaration and use of pointer with an appropriate example. **6**
7. Write a ‘C’ program to accept 10 numbers using an array and print the Odd numbers. **6**

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[3869] – 625

**S.Y.B Com. Examination, 2010**  
**(Vocational Paper)**  
**COMPUTER APPLICATIONS – IV**  
**(Old 2004 Pattern)**

Time : 2 ½ Hours

Max. Marks : 60

- N.B.:*
- i) Attempt **any five** questions from Section – I.*
  - ii) Attempt **any five** questions from Section – II.*
  - iii) Draw a neat-labeled diagram **wherever** necessary.*
  - iv) Figures to the **right** indicate **full** marks.*

SECTION – I

1. Write a note on Menu Builder. 6
2. Explain data reports in brief. 6
3. Explain the following : 6
  - a) Property Window
  - b) Project Explorer
4. Write short note on string functions in VB. 6
5. Explain briefly the following statement with suitable example and syntax. 6

do.....loop

For.....next
6. Differentiate input box and message box. 6

P.T.O.



7. What will be the output of the following ? **6**

a) Private Sub Command \_click ( )

Dim I, j As Integer

Dim num (1 to 2, 1 to 2) As Integer

For i = 1 to 2

For j = 1 to 2

Num (I, j) = InputBox (“Enter Value”)

Next j

Next i

For i = 1 to 2

For j = 1 to 2

Print num (I, J)

Next j

Next i

End Sub

SECTION – II

1. Write short note on Normalization. **6**

2. Explain System Development Life Cycle (SDLC). **6**

3. Explain waterfall model with diagram. **6**

4. What is decision tree ? Explain decision tree with suitable example. **6**

5. State and explain all roles of system analyst. **6**

6. Explain the following : **6**

a) Fact Gathering Technique

b) Feasibility study

7. Draw Context Level Data Flow Diagram for Payroll in which employee, organization and bank are entities. **6**