

Total No. of Questions : 5]

**P590**

SEAT No. :

[Total No. of Pages : 2

**[5063]Ext. - 251**

**S.Y. B.Com.**

**BUSINESS COMMUNICATION**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** What is Formal Communication? Explain in detail merits and demerits of Formal Communication. **[20]**

OR

Define Communication. Explain in detail Principles of effective communication.

**Q2)** What is Interview? Explain in detail types of Interview. **[20]**

OR

What do you mean by Business letters? Explain Physical appearance of good Business letter.

**Q3) a)** Write Job application letter to The Sales Officer of Max Electronic, Pune for the post of Accountant. **[10]**

OR

Write Complaint letter to The Sales Officer of Swapnil Gerenal Stores, Pune for sending wrong goods.

b) Draft a Memos to Shri Gajanan Sawant, Shaniwar peth, Shrirampur. from The Manager Swastic Paper Ltd. Aurangabad, regarding unsatisfactory in their work. **[10]**

OR

Draft a sales letter to promote the sale of New Television set introduced in market.

**P.T.O.**

**Q4)** What is Social Media networks? Explain Merits and Limitations each type of Social Media Network. **[20]**

OR

What is office order? Explain essential points while drafting office order.

**Q5)** Write short note (Any Four): **[20]**

- a) Group discussion
- b) Barriers to effective communication
- c) Multimedia
- d) Status Enquiry letter
- e) Websites
- f) Barriers to Listening



Total No. of Questions : 4]

**P591**

SEAT No. :

[Total No. of Pages : 7

**[5063]Ext. - 252**  
**S. Y. B. Com.**  
**CORPORATE ACCOUNTING**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1) a) Fill in the blanks (any five). [5]**

- i) The amount of profit kept a side to maintain uniform rate of dividend is called\_\_\_\_\_.
- ii) Director's remuneration shall not exceed \_\_\_\_\_ % of the net profits.
- iii) Profit included in closing stock is called \_\_\_\_\_.
- iv) When subsequent shares are issued, they must be offered to \_\_\_\_\_.
- v) The court may ask to add the words\_\_\_\_\_ to the balance sheet in case of internal reconstruction.
- vi) The company whose majority of shares are purchased by holding company is called\_\_\_\_\_.

**b) State whether following statements are true or false (any five). [5]**

- i) Dividend is paid on calls in advances.
- ii) Amount paid to liquidator is called liquidation expenses.
- iii) Absorption is dissolution of two or more companies.
- iv) External reconstruction and internal reconstruction are same for accounting treatment.
- v) Fair value = 
$$\frac{\text{Total assets (-) total liabilities}}{\text{No. of equity shares.}}$$
- vi) Minority interest is payable to the holding company.

**P.T.O.**

- c) Match the following: [5]
- |                              |                                |
|------------------------------|--------------------------------|
| i) Accounting standard - 10  | a) Majority of shares          |
| ii) Holding company          | b) Cost of control             |
| iii) Goodwill is also called | c) Accounting for Fixed Assets |
| iv) Loss on sale of Asset    | d) Capital Loss                |
| v) Net Assets                | e) Valuation of shares         |
- d) Write short notes on (any three). [15]
- i) AS - 21
  - ii) Yield Basis Method
  - iii) Pay roll Accounting
  - iv) Unrealised profit
  - v) Capital Reduction Account

**Q2)** Prepare a Balance sheet of Arya Ltd. Nasik as on 31<sup>st</sup> March 2014 as per revised schedule VI from the given trial Balance. [20]

Debit Balances	₹	Credit Balances	₹
Advances	7,44,000	Term loan	20,00,000
Cash & Bank	5,50,000	Creditors	22,90,000
Staff Advances	1,10,000	Provision for taxation	3,40,000
Loose tools	1,00,000	Securities premium	9,50,000
Capital work in progress	4,00,000	General Reserve	41,00,000
Investments	4,50,400	Loan from Debtors	4,00,000
Loss for the year	6,00,000	Provision for Bad Debts	40,400
Debtors	24,50,000	Share capital :	
Miscellaneous expenses	1,16,000	60,000 Eq. Shares of ₹ 100/-	60,00,000
Stores	8,00,000	20,000, 10% preference shares of ₹ 100 each	20,00,000
Fixed Assets (WDV)	1,03,00,000		
Finished Goods	15,00,000		
	1,81,20,400		1,81,20,400

Additional Information:

- i) Securities premium includes General Reserve of ₹ 5,00,000
- ii) Term loan of ₹ 6,00,000 is secured.
- iii) Investment of ₹ 50,400 are short term investments.
- iv) Stores and finished goods are parts of inventories.

Prepare Balance sheet with all required Note on Accounts as on 31<sup>st</sup> March 2014.

OR

- a) Suvarna Ltd. acquired a Plant and Machinery on 1<sup>st</sup> April 2012 for ₹ 20,00,000. Incidental expenses amounted to ₹ 1,00,000 were also incurred for this purpose. The useful life of the Asset was 10 year, and estimated scrap value was of ₹1,00,000/-. Calculate the Depreciation amount and explain the same with the provision of relevant accounting standard.[10]
- b) On Dec. 1, 2014 Durga Co. purchased ₹ 4,00,000 worth of land for a factory site. An old building on land was demolished and company incurred ₹ 50,000 as a cost of demolition.

Legal fees of building contract	₹	10,000
Insurance of title guarantee		12,000
Proceeds from Sale of salvaged material		8,000

Calculate the cost of land according to relevant accounting standard.[10]

- Q3) a)** Following is the Balance sheet of Mahesh Ltd. as on 31<sup>st</sup> March 2013, on which date, the company went into voluntary liquidation. **[15]**

Balance sheet

Liabilities	Rs.	Assets	Rs.
12% preference shares of Rs. 100 each	2,00,000	Land and Building	77,200
Equity shares of Rs. 100 each, Rs. 60 paid	60,000	Plant & Machinery	1,64,200
Equity shares of Rs. 100 each, Rs. 50 paid	50,000	Stock in trade	36,800
15% Debentures	80,000	Debtors	2,67,400
Preferential Creditors	21,000	Profit and loss A/c	74,400
Bank overdraft	60,600		
Creditors	1,48,400		
	6,20,000		6,20,000

- i) The preference dividend is in arrears for two years.
- ii) The assets realised follows -  
Land and building Rs.1,96,800, Stock in trade Rs.32,600, Plant and Machinery Rs.1,42,400, Debtors Rs.2,38,200.
- iii) Liquidation expenses amounted Rs. 10,800 and legal expenses amounted Rs. 4,000.
- iv) Liquidator's remuneration is fixed at 3% on assets realised. Income tax payable was Rs. 4,900.
- v) Outstanding debenture interest amounted Rs. 12,000.

Prepare liquidator's final statement of account.

- b) Following are the Balance sheets of 'H' Ltd. and 'S' Ltd. as on 31 - 3 - 2012. [15]

Balance Sheet as on 31-3-2012

Liabilities	'H'Ltd.	'S'Ltd.	Assets	'H'Ltd.	'S'Ltd.
Equity share	4,00,000	1,00,000	Building	1,20,000	80,000
Cap.Rs.100 each			Machinery	4,00,000	—
General Reserve	60,000	20,000	Stock	80,000	1,00,000
(1-4-11)			S.Debtors	20,000	60,000
Profit and Loss a/c	1,80,000	90,000	Bank Balance	20,000	10,000
Creditors	1,00,000	60,000	600 shares in 'S'Ltd. at cost	1,30,000	—
Bills Payable	30,000	—	Bills Receivable	—	20,000
	7,70,000	2,70,000		7,70,000	2,70,000

- i) 'H' Ltd. acquired shares of 'S' Ltd. on 1-4-2011, on which date, the balance of profit and loss account of 'S' Ltd. was Rs. 40,000 (Cr).
- ii) Bills Receivable held by 'S' Ltd. are all accepted by 'H' Ltd.
- iii) Included in the debtors of 'S'Ltd. is Rs. 10,000 owed by 'H' Ltd. in respect of goods supplied.

You are required to prepare Consolidated Balance Sheet of 'H' Ltd. and 'S' Ltd. along with necessary workings.

**Q4)** The Balance Sheet of Deepak Ltd. as on 31<sup>st</sup> March 2014 was as follows.[20]

Balance sheet as on 31<sup>st</sup> March 2014

Liabilities	Rs.	Assets	Rs.
Share Capital		Land & Building	1,40,000
2000 shares of Rs. 100 each	2,00,000	Plant & Machinery	1,10,000
General Reserve	64,000	Stock	98,000
Profit & Loss A/c	60,000	Debtors	42,000
Bills Payable	42,400	Cash in Hand	14,400
Creditors	70,000	Advertising Suspense	32,000
	4,36,400		4,36,400

Deepak Ltd. was absorbed by Sridhar Ltd. on the following terms.

- Deepak Ltd. agreed to write off advertising suspense against its own reserves.
- Sridhar Ltd. revalued the assets of Deepak Ltd. as under.  
Land & Building Rs. 1,50,000, plant & machinery Rs. 1,04,000, stock Rs. 1,20,000 and Debtors at Book value.
- Sridhar Ltd. took over the assets and liabilities of Deepak Ltd. and agreed to discharge the purchase consideration in 2,600 shares of Rs. 100 each, at Rs. 110 per share and balance in cash.
- Deepak Ltd. paid its liquidation expenses of Rs. 4,000.

Prepare Realisation A/c, Sridhar Ltd. A/c, Cash A/c and Share holders A/c in the books of Deepak Ltd. and pass opening journal entries in the books of Sridhar Ltd.

OR

- a) From the following information relating to Adani Ltd. Delhi, Compute the Intrinsic value of each Equity share. [10]

Balance Sheet as on 31<sup>st</sup> March 2014

Liabilities	Rs.	Assets	Rs.
Share Capital :		Goodwill	35,000
Issued and paidup		Land & Building	95,000
Capital		Plant & Machinery	1,35,000
20,000 Equity shares			
of Rs. 10 each	2,00,000	Investment	55,000
13,000 preference		Stock in trade	65,000
Shares of Rs. 10 each	1,30,000	Trade Debtors	36,000
Reserve fund	60,000	Cash in Hand	24,000
Trade creditors	45,000		
Bills payable	20,000	Under writing commission	15,000
Taxation Provision	5,000		
	4,60,000		4,60,000

For the purpose of valuing the equity shares of the company, various assets were revalued as under.

- i) Book debts realised 100% of book value.
- ii) Stock in trade realised at a profit of Rs. 15,000.
- iii) Investment Rs. 60,000.
- iv) Goodwill Rs. 50,000.
- v) Land and building Rs. 1,10,000.
- vi) Plant & Machinery Rs. 1,40,000.



- b) The following was the balance sheet of Aditya Ltd. as on 31<sup>st</sup> March 2014. [10]

Balance Sheet as on 31<sup>st</sup> March 2014

Liabilities	Rs.	Assets	Rs.
Share Capital		Freehold Property	23,75,000
15,000, 7% Cum.		Plant & Machinery	8,00,000
Pref. Shares of		Goodwill	3,00,000
Rs.100 each	15,00,000	Stock	3,50,000
2,75,000 equity shares		Debtors	2,25,000
of Rs.10 each	27,50,000	Preliminary Expenses	2,50,000
Share Premium	4,00,000	Profit & Loss A/c	7,50,000
Sundry creditors	4,00,000		
	50,50,000		50,50,000

The following scheme of reconstruction was approved and duly sanctioned.

- i) Dividend on Preference shares was in arrears as from 1<sup>st</sup> April 2011.
  - ii) Preference shares to be reduced to Rs. 80 per share.
  - iii) Equity shares to be reduced to Rs. 5 per share.
  - iv) Write off all intangible assets and share premium account.
  - v) One equity share of Rs. 5 each to be issued for Rs. 10 for preference dividend in arrears and remaining amount is to be written off.
  - vi) Freehold property to be written down to Rs. 18,50,000.
- Give necessary journal entries and prepare revised Balance sheet.



Total No. of Questions :8]

SEAT No. :

**P592**

[Total No. of Pages : 4

**[5063]Ext.-253**  
**S.Y. B.Com.**  
**BUSINESS ECONOMICS - II (Macro)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

- 1) *Question No. 1 is compulsory.*
- 2) *Attempt any five from question No. 2 to 8.*
- 3) *Figures to the right indicate full marks.*
- 4) *Draw neat diagrams wherever necessary.*

**Q1)** Define the Macro Economics. Explain the nature, scope and limitation of Macro Economics. **[20]**

**Q2)** What is credit control? Explain the quantitative and qualitative credit control by Central Bank. **[16]**

**Q3)** Define Trade Cycle. Describe the phases of Trade Cycle. **[16]**

**Q4)** Explain the Milton Friedman's Approach of money. **[16]**

**Q5)** Explain the causes and effects of Inflation. **[16]**

**Q6)** Answer in brief: **[16]**

- a) Explain the principles of Taxation.
- b) What are the functions of Money?

**P.T.O.**

**Q7)** Explain the Keynesian Theory of Employment in detail. **[16]**

**Q8)** Write short notes: **[16]**

- a) Difficulties in Measuring National Income.
- b) Nature and scope of Public Finance.



Total No. of Questions : 8]

P592

**[5063]Ext.-253**  
**S.Y. B.Com.**  
**BUSINESS ECONOMICS - II (Macro)**  
**(2013 Pattern)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) प्रथम प्रश्न अनिवार्य आहे.  
2) प्रश्न क्र. 2 ते 8 यापैकी कोणतेही पाच प्रश्न सोडवा.  
3) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.  
4) आवश्यकता असेला तेथे सुबक आकृत्या काढा.

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- प्रश्न 1) समग्रलक्षी अर्थशास्त्राची व्याख्या द्या. समग्रलक्षी अर्थशास्त्राचे स्वरूप, व्याप्ती आणि मर्यादा स्पष्ट करा. [20]
- प्रश्न 2) पतनियंत्रण म्हणजे काय? मध्यवर्ती बँकेची संख्यात्मक आणि गुणात्मक पतनियंत्रणाची साधने स्पष्ट करा. [16]
- प्रश्न 3) व्यापारचक्राची व्याख्या द्या. व्यापारचक्राच्या अवस्थांचे वर्णन करा. [16]
- प्रश्न 4) पैशा संबंधीचा 'मिल्टन फ्रिडमन' यांचा दृष्टीकोन स्पष्ट करा. [16]
- प्रश्न 5) चलनवाढीची कारणे व परिणाम स्पष्ट करा. [16]
- प्रश्न 6) थोडक्यात उत्तरे लिहा. [16]
- अ) कराची तत्वे स्पष्ट करा.  
ब) पैशाची कार्ये कोणती?

प्रश्न 7) केन्स यांच्या रोजगार सिध्दान्ताचे सविस्तर स्पष्टीकरण करा. [16]

प्रश्न 8) टिपा लिहा. [16]

- अ) राष्ट्रीय उत्पन्न मापनातील अडचणी.
- ब) सार्वजनिक आयव्ययाचे स्वरूप आणि व्याप्ती.



Total No. of Questions :5]

SEAT No. :

**P593**

[Total No. of Pages : 4

**[5063]Ext.-254**  
**S.Y. B.Com.**  
**BUSINESS MANAGEMENT**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

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

**Q1)** Explain the meaning and importance of Management. **[20]**

OR

Define Organisation? What are the principles of Organisation.

**Q2)** What are the barriers of communication. **[20]**

OR

Define controlling? Explain the steps and Importance of controlling?

**Q3)** Define the term 'management'. Describe various challenges before managers? **[20]**

OR

What do you mean by forecasting? Explain the need and techniques of forecasting?

**Q4)** What do you mean by direction? Explain the principles and importance of direction? **[20]**

OR

Define Motivation? Explain Maslow's Need Hierarchy Theory.

**P.T.O.**

**Q5)** Write short note on (any four).

**[20]**

- a) Sources and methods of Recruitment.
- b) Herzberg's Motivation Hygiene Theory.
- c) Functions of a leader.
- d) Importance of Disaster Management.
- e) Importance of Business Ethics.
- f) Modern Indian Economic Thoughts of Mahatma Gandhi.



Total No. of Questions : 5]

P593

**[5063]Ext.-254**  
**S.Y. B.Com.**  
**BUSINESS MANAGEMENT**  
**(2013 Pattern)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

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- प्रश्न 1) व्यवस्थापनाचा अर्थ सांगून महत्व स्पष्ट करा. [20]  
किंवा  
संघटनेची व्याख्या द्या? संघटनेची तत्वे सविस्तर सांगा.
- प्रश्न 2) संदेशवहनातील अडथळे सविस्तर स्पष्ट करा. [20]  
किंवा  
नियंत्रणाची व्याख्या करा? नियंत्रणाचे महत्व व पायऱ्या सांगा.
- प्रश्न 3) व्यवस्थापनाची व्याख्या द्या? व्यवस्थापनासमोरील विविध आव्हाने विशद करा. [20]  
किंवा  
पूर्वानुमान म्हणजे काय? पूर्वानुमानाची गरज व तंत्रे स्पष्ट करा.
- प्रश्न 4) निर्देशन म्हणजे काय? निर्देशनाचे तत्व व महत्व स्पष्ट करा? [20]  
किंवा  
अभिप्रेरणेची व्याख्या सांगा? मॉस्लो यांच्या मानवी गरजांच्या श्रेणीचा सिध्दांत स्पष्ट करा.



प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही चार)

[20]

- अ) कर्मचारी भरती करण्याची साधने व पध्दती.
- ब) फ्रेडरिक हर्झबर्ग यांचा आरोग्य विषयक अभिप्रेरणा सिध्दांत.
- क) नेतृत्वाची कार्ये.
- ड) आपत्ती व्यवस्थापनाचे महत्व.
- इ) व्यावसायिक नितीमत्तेचे महत्व.
- फ) महात्मा गांधी यांचे आधुनिक भारतीय आर्थिक विचार.



Total No. of Questions :5]

SEAT No. :

**P594**

[Total No. of Pages : 4

**[5063]Ext.-255**  
**S.Y. B.Com.**  
**ELEMENTS OF COMPANY LAW**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

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

**Q1)** Define "Company". Explain the features of company. **[20]**

OR

Explain in detail the stages in formation and incorporation of a company.

**Q2)** What is Articles of Association? Explain the contents of Articles of Association. **[20]**

OR

What is share capital of a company? Explain in detail the nature and kinds of shares.

**Q3)** a) What is share transfer? Explain the Procedure of share transfer. **[10]**

b) Write a note on "MCA Portal" **[10]**

OR

a) What is transmission of shares? Explain the procedure for transmission of shares.

b) Explain the procedure for E-filing.

**P.T.O.**

**Q4)** Explain in detail the Duties and Powers of Board of Directors. **[20]**

OR

Define "Managing Directors". Distinguish between Managing Directors and Manager.

**Q5)** Write short notes (any two). **[20]**

- a) Meetings of share holders.
- b) Rehabilitation of sick companies.
- c) Provisions regarding compromise and arrangement.
- d) Voluntary winding up of company.



Total No. of Questions : 5]

P594

**[5063]Ext.-255**  
**S.Y. B.Com.**  
**ELEMENTS OF COMPANY LAW**  
**(2013 Pattern)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न अनिवार्य आहेत.  
2) सर्व प्रश्नांना समान गुण आहेत.  
3) संदर्भासाठी मूळ इंग्रजी प्रश्नप्रतिका पहावी.

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प्रश्न 1) “कंपनी” व्याख्या द्या. कंपनीची वैशिष्ट्ये स्पष्ट करा. [20]

किंवा

कंपनीची स्थापना व नोंदणीतील अवस्था सविस्तर स्पष्ट करा.

प्रश्न 2) कंपनीची नियमावली म्हणजे काय? कंपनीच्या नियमावलीतील मजकूर स्पष्ट करा. [20]

किंवा

कंपनीचे भाग-भांडवल म्हणजे काय? भागांचे स्वरूप आणि प्रकार सविस्तर स्पष्ट करा.

प्रश्न 3) अ) भाग-हस्तांतर म्हणजे काय? भाग-हस्तांतरणाची कार्यपध्दती स्पष्ट करा. [10]

ब) टिप लिहा - कंपनी कामकाज मंत्रालय प्रवेशद्वार (एम.सी.ए. पोर्टल). [10]

किंवा

अ) भाग-संक्रमण म्हणजे काय? भाग संक्रमणाची कार्यपध्दती स्पष्ट करा.

ब) इ - फायलिंगची कार्यपध्दती स्पष्ट करा.

प्रश्न 4) संचालक मंडळाचे कर्तव्ये आणि अधिकार सविस्तर स्पष्ट करा. [20]

किंवा

“व्यवस्था संचालक” व्याख्या द्या. व्यवस्था संचालक व व्यवस्थापक यातील फरक स्पष्ट करा.

प्रश्न 5) टीपा लिहा. (कोणत्याही दोन) [20]

- अ) भागधारकांच्या सभा
- ब) आजारी कंपन्यांचे पुनर्वसन
- क) तडजोड व व्यवस्थेसंबंधी तरतूदी
- ड) कंपनीचे ऐच्छिक समाप्तीकरण



Total No. of Questions :5]

SEAT No. :

**P595**

[Total No. of Pages : 4

**[5063]Ext.-256**  
**S.Y. B.Com.**  
**BUSINESS ADMINISTRATION (Paper - I)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

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

**Q1)** Explain the social responsibilities of business towards customers and employees. **[20]**

**Q2)** Define 'Limited liability Partnership'. Explain the merits and demerits of limited liability partnership. **[20]**

OR

Define 'Quality circles'. Explain the advantages and disadvantages of Quality circles.

**Q3)** a) Explain the types of Licenses required for starting a business. **[10]**  
b) Explain the advantages and disadvantages of Business Process Outsourcing. **[10]**

OR

- a) Explain the techniques to boost productivity.
- b) State the causes of Industrial sickness.

**Q4)** Define 'Liberalisation'. Explain the consequences of Liberalisation. **[20]**

**P.T.O.**

**Q5)** Write short note on: (any two).

**[20]**

- a) Role of National Productivity Council.
- b) Advantages of Public Private Partnership.
- c) Process for forming a company in India.
- d) Role of Government in Prevention of Industrial sickness.



Total No. of Questions : 5]

P595

**[5063]Ext.-256**  
**S.Y. B.Com.**  
**BUSINESS ADMINISTRATION (Paper - I)**  
**(2013 Pattern)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न सोडविणे अनिवार्य.  
2) उजवीकडील अंक प्रश्नाचे पुर्ण गुण दर्शवितात.

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प्रश्न 1) व्यवसायाची ग्राहक व कर्मचाऱ्यातर्फे असलेली जबाबदारी स्पष्ट करा. [20]

प्रश्न 2) 'मर्यादित जबाबदारी भागीदारीची' व्याख्या करून त्याचे फायदे व तोटे विषद करा. [20]

किंवा

'गुणवत्ता मंडळ' ची व्याख्या करून, त्याचे फायदे व तोटे स्पष्ट करा.

प्रश्न 3) अ) व्यवसाय सुरू करण्यासाठी आवश्यक असलेले विविध परवाने स्पष्ट करा. [10]

ब) बाह्य संसाधनाद्वारे व्यवसाय प्रक्रिया कार्याचे फायदे व तोटे स्पष्ट करा (BPO)[10]

किंवा

अ) उत्पादकता वाढीची तंत्रे स्पष्ट करा.

ब) आजारी उद्योगाची कारणे लिहा.

प्रश्न 4) 'उदारीकरणाची' व्याख्या लिहून त्याचे परिणाम स्पष्ट करा. [20]



प्रश्न 5) थोडक्यात टिपा लिहा. (कोणत्याही दोन)

[20]

- अ) राष्ट्रीय उत्पादकता परिषदेची भूमिका.
- ब) सार्वजनिक खाजगी भागीदारीचे फायदे.
- क) भारतात व्यवसाय सुरू करण्याची प्रक्रिया.
- ड) आजारी उद्योगासंदर्भात शासनाची भूमिका.



Total No. of Questions :5]

SEAT No. :

**P596**

[Total No. of Pages : 4

**[5063]Ext.-257**  
**S.Y. B.Com.**  
**BANKING AND FINANCE**  
**Indian Banking System**  
**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

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

**Q1)** Explain the role of banking system in Indian economy. **[20]**

**Q2)** Explain the progress and performance of the State Bank of India. **[20]**

OR

What do you mean by Bank Nationalisation? Discuss the arguments for and against nationalisation of Banks in India.

**Q3)** a) State the progress of Foreign Banks in India. **[10]**

b) State the progress and problems of Primary agricultural Co-operative credit societies. **[10]**

OR

a) State the performance and problems of NABARD.

b) State the recommendations of Narasimham Committee - I (1991).

**Q4)** Explain in detail the methods of credit control of Reserve Bank of India. **[20]**

**P.T.O.**

**Q5)** Write short notes on (any two).

**[20]**

- a) Capital Adequacy Ratio
- b) Role of Micro Finance
- c) Urban Co-operative credit societies
- d) Principles of Co-operation



Total No. of Questions : 5]

P596

**[5063]Ext.-257**  
**S.Y. B.Com.**  
**BANKING AND FINANCE**  
**Indian Banking System**  
**(2013 Pattern) (Special Paper - I)**  
**(मराठी रुपांतर)**

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक.  
2) उजवीकडील अंक गुण दर्शवितात.  
3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1) भारतीय अर्थव्यवस्थेतील बँकप्रणालीची भूमिका स्पष्ट करा. [20]
- प्रश्न 2) स्टेट बँक ऑफ इंडियाची प्रगती आणि कामगिरी सविस्तर स्पष्ट करा. [20]  
किंवा  
बँकांचे राष्ट्रीयीकरण म्हणजे काय? राष्ट्रीयीकरणाच्या बाजूने व विरोधी बाजूने युक्तीवाद स्पष्ट करा.
- प्रश्न 3) अ) भारतातील विदेशी बँकांची प्रगती सांगा. [10]  
ब) प्राथमिक कृषी सहकारी पतसंस्थांची प्रगती व समस्या सांगा. [10]  
किंवा  
अ) नाबार्डची कामगिरी व समस्या सांगा.  
ब) नरसिंहम समिती -I (1991) च्या शिफारशी सांगा.
- प्रश्न 4) भारतीय रिझर्व्ह बँकेच्या पतनियंत्रणाच्या पध्दती सविस्तर स्पष्ट करा. [20]

प्रश्न 5) टीपा लिहा. (कोणत्याही दोन)

[20]

- अ) भांडवलाचा पूरतेपणा
- ब) सूक्ष्म वित्ताची भूमिका
- क) नागरी सहकारी पतसंस्था
- ड) सहकाराची तत्वे



Total No. of Questions :5]

SEAT No. :

**P597**

[Total No. of Pages : 4

**[5063]Ext.-258**

**S.Y. B.Com.**

**BUSINESS LAWS AND PRACTICES (Paper - I)  
(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks :100*

*Instructions to the candidates:*

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

**Q1)** Explain the following terms under Maharashtra Agricultural Produce Marketing (Regulation) Act. 1963. **[20]**

- a) Agricultural Produce.
- b) Broker.
- c) Commission Agent.
- d) Market committee.

**Q2)** Explain the term Insurance Policy. State the characteristics of Insurance. **[20]**

OR

Explain the term life Insurance. State the features and Basic Principles of life Insurance. **[20]**

**Q3)** a) State the Difference between fire Insurance and marine Insurance. **[10]**

b) Explain the Procedure of marine Insurance. **[10]**

OR

a) Explain the provisions of Industrial Dispute Act. 1947 as regards 'Strikes' and 'Lockout'. **[10]**

b) State the types of partners under partnership Act. 1932. **[10]**

**P.T.O.**

**Q4)** Explain the terms and conditions for cancellation of Registration under maharashtra co-operative societies Act. 1960. **[20]**

**Q5)** Write short notes on (any two). **[20]**

- a) Layoff and Retrenchment.
- b) Types of marine Insurance.
- c) Reconstitution of partnership.
- d) Types of co-operative societies.



Total No. of Questions : 5]

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[5063]Ext.-258

S.Y. B.Com.

BUSINESS LAWS AND PRACTICES (Paper - I)

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास ]

[ एकूण गुण : 100

- सूचना :- 1) सर्व प्रश्न आवश्यक आहेत.  
2) उजवीकडील अंक प्रश्नाचे पूर्ण गुण दर्शवितात.  
3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

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प्रश्न 1) महाराष्ट्र कृषी उत्पन्न खरेदी विक्री नियमन कायदा 1963 नुसार पुढील संकल्पना स्पष्ट करा. [20]

- अ) कृषी उत्पन्न.  
ब) दलाल.  
क) अडत्या.  
ड) बाजार समिती.

प्रश्न 2) “विमा” ही संकल्पना स्पष्ट करा. विम्याची वैशिष्ट्ये सविस्तर स्पष्ट करा. [20]  
किंवा

जीवन विमा म्हणजे काय? जीवन विम्याची वैशिष्ट्ये आणि मुलभूत तत्वे सविस्तर स्पष्ट करा. [20]

प्रश्न 3) अ) अग्निविमा आणि सागरी विमा यातील फरक सांगा. [10]

ब) सागरी विमा उतरविण्याची पध्दती सांगा. [10]

किंवा

अ) औद्योगिक कलह कायदा, 1947 नुसार ‘संप’ व ‘टालेबंदी’ बाबतच्या तरतूदी स्पष्ट करा. [10]

ब) भागीदारी कायदा, 1932 नुसार भागीदारांचे प्रकार विशद करा. [10]



प्रश्न 4) महाराष्ट्र सहकारी संस्था कायदा, 1960 अंतर्गत सहकारी संस्थांची नोंदणी रद्द करण्यासाठीच्या आवश्यक तरतूदी सांगा. [20]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन) [20]

- अ) कामबंदी आणि कामगार कपात.
- ब) सागरी विम्याचे प्रकार.
- क) भागीदारी संस्थेची पुःनर्रचना.
- ड) सहकारी संस्थांचे प्रकार.



Total No. of Questions : 9]

SEAT No. :

**P598**

[Total No. of Pages : 2

**[5063] Ext.- 259**

**S.Y.B.Com.**

**CO-OPERATION & RURAL DEVELOPMENT**

**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

- 1) *Question No. 1 is compulsory.*
- 2) *Solve any 5 questions from the remaining questions.*

**Q1)** Explain the main provisions of Bombay provisional Co-operative societies Act, 1925. **[20]**

**Q2)** State the importance & need of multi state cooperative societies Act. **[16]**

**Q3)** Explain the role of Registrar of Co-operative societies of Maharashtra State. **[16]**

**Q4)** Explain the problems of Housing & Consumer Co-operative societies. **[16]**

**Q5)** Define rural development. Explain the scope & Objectives of Rural development. **[16]**

**Q6)** Explain the thought & Work of Mahatma Gandhi in rural development. **[16]**

**Q7)** What do you mean by Panchayat Raj? Enumerate the effects of panchayat Raj system on rural development. **[16]**

**Q8)** State the concept 'Peoples participation'. Explain the development strategy of modern village. **[16]**

**Q9)** Explain the opportunities & effects of globalisation on rural development. **[16]**



Total No. of Questions : 9]

P598

[5063] Ext.- 259

S.Y.B.Com.

CO-OPERATION & RURAL DEVELOPMENT

(2013 Pattern) (Special Paper - I)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) प्रश्न क्रमांक 1 सोडविणे आवश्यक आहे.  
2) प्रश्न क्रमांक 2 ते 9 पैकी कोणतेही पाच प्रश्न सोडवा.  
3) संदर्भासाठी मूळ इंग्रजी प्रश्नपत्रिका पहावी.

- 
- प्रश्न 1) मुंबई प्रतिनिधीक स्वरूपातील सहकारी संस्थांचा कायदा 1925 च्या मुख्य तरतूदी स्पष्ट करा. [20]
- प्रश्न 2) बहुराज्य सहकारी संस्था कायद्याचे महत्व व गरज सांगा. [16]
- प्रश्न 3) महाराष्ट्र राज्यातील सहकारी संस्थांबाबत सहकारी निबंधकाची भूमिका स्पष्ट करा. [16]
- प्रश्न 4) गृहनिर्माण आणि ग्राहक सहकारी संस्थांच्या समस्या स्पष्ट करा. [16]
- प्रश्न 5) ग्रामीण विकासाची व्याख्या द्या. ग्रामीण विकासाची व्याप्ती व उद्दिष्टे स्पष्ट करा. [16]
- प्रश्न 6) ग्रामीण विकासातील महात्मा गांधीचे विचार व कार्ये स्पष्ट करा. [16]
- प्रश्न 7) पंचायत राज व्यवस्था म्हणजे काय? पंचायत राज व्यवस्थेचे ग्रामीण विकासावरील परिणाम विशद करा. [16]
- प्रश्न 8) लोकांचा सहभाग ही संकल्पना स्पष्ट करा. आदर्श ग्रामची विकासाबाबतची व्यूहरचना स्पष्ट करा. [16]
- प्रश्न 9) ग्रामीण विकासाबाबत जागतीकीकरणाच्या संधी व परिणाम स्पष्ट करा. [16]



Total No. of Questions : 6]

SEAT No. :

**P599**

[Total No. of Pages : 4

**[5063]Ext.- 260**

**S.Y. B.Com.**

**COST AND WORKS ACCOUNTING (Paper - I)**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1) a) Fill in the blanks : [5]**

- i) A cost which in aggregate tends to vary in direct proportion to changes in the volume of output or turnover is known as\_\_\_\_\_.
- ii) The \_\_\_\_\_ stock level is that Quantity below which the stock of any item should not be allowed to fall.
- iii) Job \_\_\_\_\_ helps the management in placement, transfers and promotions of workers.
- iv) Efficient time booking helps to minimise\_\_\_\_\_.
- v) \_\_\_\_\_ is the price paid for something.

**b) State whether the following statements are true or false : [5]**

- i) Cost Accountancy includes costing and Cost Accounting.
- ii) Abnormal costs are ultimately charged to Costing Profit and Loss Account.
- iii) Stores ledger card records both quantities and values of materials.
- iv) ABC analysis is the rate of change in the labour force of company during a specified period.
- v) Works Cost + Administrative overheads is equal to value of material consumed.

**Q2) Define the term classification of cost? Explain the classification of cost on the basis of functions & behaviour. [20]**

**P.T.O**

OR

- a) Explain the concept of Direct Costing in detail. [10]  
b) Explain minimum five steps involved in purchase procedure. [10]

**Q3)** Write short notes on : (any four) [20]

- a) Measurement of Labour Turnover.  
b) Selling & distribution overheads.  
c) ABC Analysis.  
d) Merit Rating  
e) Taylor's differential Piece Rate System.  
f) Use of Computer in stores Accounting.

**Q4)** a) The following information has been obtained from 'X' Industries Ltd., for a quarter ending 31<sup>st</sup> March, 2015. [15]

• Opening stock of Raw Material	1,00,000
• Closing stock of Raw Material	74,000
• Purchases of Raw Material	6,00,000
• Office travelling expenses	5,000
• Carriage Inward	10,000
• Carriage Outward	15,000
• Depreciation on plant	18,000
• Factory Rent	12,000
• Bad debts	7,000
• Office Rent	10,000
• Productive wages	20,000
• Salesman's Salary & Commission	4,000
• Octroi	4,000
• Gas, Fuel and Water	8,000
• Managers salary	9,000

(He devotes 2/3 of his time to factory)

• Sales	10,48,000
---------	-----------

Prepare a cost sheet showing that the managers salary includes 1/3 devotion of time to office.

Compute

- i) Cost of material consumed.
  - ii) Prime cost.
  - iii) Works cost.
  - iv) Cost of production.
  - v) Total cost.
  - vi) Profit / Loss.
- b) Calculate Economic Order Quantity from the following particulars. [5]
- Annual Consumption 1600 units.
  - Cost of material per unit Rs. 40.
  - Cost of Placing and receiving one order. Rs. 200.
  - Annual carrying cost of Inventory 10% of inventory value.

**Q5) a)** From the following information relation to two materials X and Y for the year 2015-16, determine which of the two materials is fast moving. [10]

Particulars	Material	
	X	Y
Opening stock	25000	20000
Closing stock	75000	20000
Purchases	50000	40000

- b) Prepare a stores Ledger Account on the basis of First in First out method of pricing the issue of stores using the following information about material G-7 of Universal Ltd., Bhopal for March, 2014. [10]

1<sup>st</sup> Material in hand 300 units @ Rs. 9.70 per unit .

3<sup>rd</sup> Purchased 250 units @ Rs. 9.80 each.

11<sup>th</sup> Issued 390 units.

14<sup>th</sup> Shortage of 10 units.

15<sup>th</sup> Purchased 300 units @ Rs. 10.05 each.

18<sup>th</sup> Purchased 150 units @ Rs. 9.60 each.

20<sup>th</sup> Issued 210 units.

24<sup>th</sup> Purchased 110 units @ Rs. 9.90 each.

25<sup>th</sup> Issued 300 units.

28<sup>th</sup> Purchased 150 units @ Rs. 10.30 each

29<sup>th</sup> Issued 210 units.

**Q6)** Calculate the earning of a worker under Halsey premium plan and Rowan premium plan separately, with the help of following data.

A worker finished his job within 72 hours as against 90 hours allowed. Hourly wage rate is 25 paise. Under Halsey plan, he is to be paid 50% of the time saved. **[10]**



Total No. of Questions : 5]

SEAT No. :

**P600**

[Total No. of Pages : 4

**[5063]Ext.- 261**

**S.Y. B.Com.**

**STATISTICS**

**Business Statistics - I**

**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Attempt any five of the following :

**[10]**

- a) Given  $(AB) = 156$ ,  $(Ab) = 144$ , find  $(A)$ .
- b) What do you mean by a time series?
- c) Explain the meaning of set of fundamental class frequencies.
- d) What do you mean by pivot element in simplex table?
- e) When you will get an unbounded solution in simplex algorithm?
- f) If  $d_2 = 56$ ,  $l_2 = 130$ , find  $l_3$ .
- g) If  $\alpha = 0.1$ , estimate the profit for the year 2011 using exponential smoothing method for following :

Year	Profit (in crores)
2010	6.5
2011	9.2

**Q2)** Attempt any four of the following :

**[20]**

- a) Calculate the coefficient of association between intelligence of fathers and that of sons given that :  
Number of Intelligent fathers with intelligent sons = 550  
Number of Intelligent fathers with dull sons = 80  
Number of Dull fathers with intelligent sons = 90  
Number of Dull fathers with dull sons = 580  
Comment on the nature of association.

**P.T.O**



- b) Given,  $r_{12} = 0.28$ ,  $r_{13} = 0.42$  and  $r_{23} = 0.51$ , find  $r_{23.1}$  and  $R_{1.23}$ .
- c) Fill in blanks in the following table marked by? sign.

Age	$l_x$	$d_x$	$q_x$	$p_x$	$L_x$	$T_x$
56	45129	?	?	?	?	691411
57	43739	-	-	-	-	?

- d) Define the terms :
- Negative classes
  - Additive model of time series
  - Vital events
- e) Write the equations of three planes of regression with variables  $X_1$ ,  $X_2$  and  $X_3$ .
- f) Compute the CDR and STDR for two population A and B taking population B as standard population. :

Age group	A		B	
	Population	Deaths	Populations	Deaths
Under 5	15000	360	11000	132
5 - 30	20000	400	26000	312
Above 30	10000	280	16000	208

**Q3)** Attempt any four of the following :

**[20]**

- a) Obtain the dual problem of the following L.P.P.

$$\text{Minimize } Z = 17X_1 + 13X_2 + 18X_3$$

Subjected to constraints:

$$18X_1 + 12X_2 + X_3 \geq 13$$

$$13X_1 + 16X_2 + 14X_3 \geq 14$$

$$14X_1 + X_2 + 15X_3 \geq 11$$

$$X_1 + 15X_2 + 12X_3 \geq 17$$

$$X_1, X_2, X_3 \geq 0$$

- b) Describe any one of time series.
- c) Write the procedure finding optimal solution in minimizing assignment problem.
- d) Fit a trend line to the following data by least square method.

Year	1991	1992	1993	1994	1995
Production	72	75	65	80	85

- e) Obtain initial basic feasible solution using North West Corner method for following transportation problem.

Markets →	D <sub>1</sub>	D <sub>2</sub>	D <sub>3</sub>	D <sub>4</sub>	Supply
Sources ↓					
O <sub>1</sub>	1	2	1	4	20
O <sub>2</sub>	3	2	2	1	40
O <sub>3</sub>	4	2	5	9	20
O <sub>4</sub>	5	3	6	10	20
Demand	20	40	30	10	

Also find the corresponding transportation cost.

- f) A company has five jobs to be done. The following matrix shows the time (in hours) taken on 5 different machines. Find minimum solution so as to minimize the total time required.

	I	II	III	IV	V
A	15	21	20	22	14
B	12	14	16	13	15
C	13	22	15	24	16
D	16	24	14	21	17
E	17	19	18	22	15

**Q4)** Attempt any two of the following : **[20]**

- a) Given  $N = 1800$ ,  $(A) = 850$ ,  $(B) = 780$ ,  $(C) = 326$ ,  $(ABc) = 200$ ,  $(AbC) = 94$ ,  $(aBC) = 72$ ,  $(ABC) = 50$ . Find all the remaining third order class frequencies.
- b) Find 5-yearly moving average of the number of students studying in a college shown below :

Year	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
No. of Students	332	317	357	392	402	405	410	417	405	431

Also plot trend values with original observations on same graph.

- c) Obtain the initial simplex table for  
 Maximize  $Z = 16X + 24Y$   
 Subjected to,  
 $12X + 13Y \leq 130$   
 $31X + 21Y \leq 124$   
 $X, Y \geq 0.$

**Q5)** Attempt any two of the following :

**[30]**

- a) Given the following information find equation of plane of regression of  $X_1$  on  $X_2$  and  $X_3$ .

Variable	Mean	SD	Correlation Coefficients
$X_1$	170	2.4	$r_{12}=0.28$
$X_2$	160	2.7	$r_{13}=0.49$
$X_3$	168	2.7	$r_{23}=0.51$

- b) Calculate G.F.R., T.F.R., Age-S.F.R., and G.R.R. for the following data.  
 Assume that proportion of female births is 46.2%.

Age group (in years)	No. of Women (in 000)	Total Births
15-19	16.0	260
20-24	16.4	2244
25-29	15.8	1894
30-34	15.2	1320
35-39	14.8	916
40-44	15.0	280
45-49	14.5	145

- c) Following is the basic feasible solution of certain transportation problem.

Markets → Sources ↓	$D_1$	$D_2$	$D_3$	Supply
$O_1$	2 (5)	7	4	5
$O_2$	3 (2)	3 (2)	1 (4)	8
$O_3$	5	4 (7)	7	7
$O_4$	1	6	2 (14)	14
Demand	7	9	18	34

Is the solution optimal? If not find optimal solution using MODI method.



Total No. of Questions : 5]

SEAT No. :

**P601**

[Total No. of Pages : 4

**[5063] Ext.- 262**

**S.Y. B.Com.**

**BUSINESS ENTREPRENEURSHIP - I**

**(2013 Pattern) (Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Define the term 'Entrepreneur' and 'Entrepreneurship'. Explain the importance of Entrepreneurship. **[20]**

OR

Explain the Entrepreneurial career of Dr. Vitthalrao Vikhe Patil, Pravaranagar.

**Q2)** Define the term 'Innovation'. Explain the various sources of Innovation. **[20]**

OR

What is 'Social Responsibilities'? Explain the social responsibilities of business towards various factors.

**Q3)** a) State the reasons for problems of Unemployment in India. **[10]**

OR

a) What is 'Social Audit'? Explain the advantages & Problems of Social Audit.

b) Explain the steps in starting Franchising Business. **[10]**

OR

b) What is 'Business process outsourcing'? Explain the advantages of BPO.

**Q4)** Define the term 'Service'. Explain the opportunities to service industry in rural & urban areas. **[20]**

OR

Define the term 'Self Help Group'. Explain the Evolution, Nature & Scope of 'Self Help Group'.

**P.T.O**

**Q5)** Write short notes : (any four)

**[20]**

- a) Entrepreneurial competencies.
- b) Contribution of Shree Bhausaheb Hire.
- c) Techniques of Creativity.
- d) Group Entrepreneurship.
- e) Cultural challenges in Entrepreneurship Development.
- f) Business Ethics.



Total No. of Questions : 5]

P601

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S.Y. B.Com.

BUSINESS ENTREPRENEURSHIP - I

(2013 Pattern) (Paper - I)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) उजवीकडील अंक पूर्ण गुण दर्शवितात.

प्रश्न 1) 'उद्योजक' आणि 'उद्योजकता' या संकल्पनांच्या व्याख्या द्या. उद्योजकतेचे महत्व स्पष्ट करा. [20]  
किंवा

डॉ. विठ्ठलराव विखे पाटिल, प्रवरानगर यांची उद्योजकीय कारकिर्द स्पष्ट करा.

प्रश्न 2) 'नवनिर्मिती' या संकल्पनेची व्याख्या द्या. नवनिर्मितीचे स्रोत स्पष्ट करा. [20]  
किंवा

सामाजिक जबाबदारी म्हणजे काय? व्यवसायाच्या विविध घटकाबाबतच्या सामाजिक जबाबदाऱ्या स्पष्ट करा.

प्रश्न 3) अ) भारतातील बेरोजगारीच्या समस्येची कारणे सांगा. [10]  
किंवा

अ) 'सामाजिक अंकेक्षण' म्हणजे काय? सामाजिक अंकेक्षणाचे फायदे व समस्या स्पष्ट करा.

ब) व्यवसायाधिकार सुरू करावयाच्या पायऱ्या / टप्पे स्पष्ट करा. [10]  
किंवा

ब) 'बाह्य स्रोतार्थ व्यवसाय पत्रिका' (BPO) म्हणजे काय? बाह्य स्रोतार्थ प्रक्रियेचे फायदे स्पष्ट करा.

प्रश्न 4) 'सेवा' या संकल्पनेची व्याख्या द्या. सेवा उद्योगाच्या ग्रामीण व शहरी भागातील संधी स्पष्ट करा. [20]  
किंवा

'स्व मदत गट' या संकल्पनेची व्याख्या द्या. स्व:मदत गटाची उत्क्रांती, स्वरूप व व्याप्ती स्पष्ट करा.

प्रश्न 5) थोडक्यात टीपा लिहा (कोणत्याही चार) :

[20]

- अ) उद्योजकिय सक्षमता.
- ब) श्री भाऊसाहेब हिरे यांचे योगदान.
- क) निर्मिती क्षमतेची तंत्रे.
- ड) समूह उद्योजकता
- इ) उद्योजकता विकासातील सांस्कृतीक आव्हाने.
- फ) व्यावसायिक नितीमुल्य.



Total No. of Questions : 5]

SEAT No. :

**P602**

[Total No. of Pages : 2

**[5063] Ext.- 263**

**S.Y. B.Com.**

**MARKETING MANAGEMENT - I**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** State the objectives of Marketing Communication. Explain the different forms of appeal for communication. **[20]**

**Q2)** Define Services Marketing. Explain the tasks involved in Services Marketing. **[20]**

OR

Define Global Marketing. Explain the features and importance of Global Marketing.

**Q3) a)** Explain the present status of Rural Marketing in India. **[10]**

b) What is contemporary rural marketing environment? **[10]**

OR

a) Explain the advantages of Online and Offline Marketing.

b) Describe the different forms of buying motives.

**Q4)** Explain the role of Marketing Manager in Green Marketing. **[20]**

**Q5)** Write short notes on : (any two) **[20]**

- a) Nature of Marketing Management.
- b) Principles of success of Green Products.
- c) Utility of E-marketing.
- d) Features of Rural Marketing.





Total No. of Questions : 5]

P602

[5063] Ext.- 263

S.Y. B.Com.

MARKETING MANAGEMENT - I

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) सर्व प्रश्न सोडविणे आवश्यक आहेत.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्रश्न 1) विपणन संदेशवहनाची वैशिष्टे सांगा. संदेशवहनात आवाहने करण्याच्या विविध पद्धती स्पष्ट करा. [20]

प्रश्न 2) 'सेवा विपणन' व्याख्या द्या. सेवा विपणनात समाविष्ट असणारी कार्ये कोणती? [20]

किंवा

'जागतिक विपणन' व्याख्या द्या. जागतिक विपणनाचे वैशिष्टे आणि महत्व स्पष्ट करा.

प्रश्न 3) अ) भारतातील ग्रामीण विपणनाची सद्यस्थिती स्पष्ट करा. [10]

ब) समकालीन ग्रामीण विपणन पर्यावरण म्हणजे काय? [10]

किंवा

अ) ऑनलाईन व ऑफलाईन मार्केटिंगचे फायदे स्पष्ट करा.

ब) खरेदी प्रेरणेचे विविध प्रकार स्पष्ट करा.

प्रश्न 4) हरित विपणनात विपणन व्यवस्थापकाची भूमिका स्पष्ट करा. [20]

प्रश्न 5) थोडक्यात टीपा लिहा (कोणतेही दोन) : [20]

अ) विपणन व्यवस्थापनाचे स्वरूप.

ब) हरित उत्पादनाच्या यशस्वीतेची तत्वे.

क) इ मार्केटिंगची उपयोगिता.

ड) ग्रामीण विपणनाची वैशिष्टे.



Total No. of Questions : 8]

SEAT No. :

**P603**

[Total No. of Pages : 2

**[5063] Ext.- 264**

**S. Y. B.Com.**

**AGRICULTURAL AND INDUSTRIAL ECONOMICS**

**(2013 Pattern) (Special Paper - I)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

- 1) *Question No. 1 is compulsory.*
- 2) *Attempt any five from question No. 2 to 8.*
- 3) *Figures to the right indicate full marks.*

**Q1)** Explain in detail nature of risk and uncertainty in Agricultural. **[20]**

**Q2)** Explain the importance of Agriculture in Indian economy. **[16]**

**Q3)** Explain in detail the factors affecting the demand for Agricultural Product. **[16]**

**Q4)** Explain economic and Non economic aspects of Industrial efficiency. **[16]**

**Q5)** Explain sargent florence theory of Industrial location. **[16]**

**Q6)** Answer in Brief. **[16]**

- a) Explain the importance of Industrial economics.
- b) Explain the concept of plant, Firm and Industry.

**Q7)** Explain in detail factors affecting Industrial productivity. **[16]**

**Q8)** Write a short notes on. **[16]**

- a) Optimum size of firm.
- b) Industrial Productivity.



Total No. of Questions : 8]

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[5063] Ext.- 264

S. Y. B.Com.

AGRICULTURAL AND INDUSTRIAL ECONOMICS

(2013 Pattern) (Special Paper - I)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) प्रश्न पहिला अनिवार्य आहे.  
2) प्रश्न क्रमांक 2 ते 8 यापैकी कोणतेही पाच प्रश्न सोडवा.  
3) उजवीकडील अंक प्रश्नांचे गुण दर्शवितात.

- 
- प्रश्न 1) कृषी क्षेत्रातील धोके आणि अनिश्चीततेचे स्वरूप सविस्तर स्पष्ट करा. [20]
- प्रश्न 2) भारतीय अर्थव्यवस्थेतील कृषी क्षेत्राचे महत्व सविस्तर स्पष्ट करा. [16]
- प्रश्न 3) शेतमालाच्या मागणीवर परिणाम करणारे घटक सविस्तर स्पष्ट करा. [16]
- प्रश्न 4) औद्योगिक कार्यक्षमतेवर परिणाम करणारे आर्थिक व आर्थिकेतर घटक स्पष्ट करा. [16]
- प्रश्न 5) सार्जट फ्लोरिन्सचा औद्योगिक स्थान निश्चीतीचा सिद्धांत स्पष्ट करा. [16]
- प्रश्न 6) थोडक्यात उत्तरे लिहा. [16]  
अ) औद्योगिक अर्थशास्त्राचे महत्व स्पष्ट करा.  
ब) सयंत्र, उद्योगसंस्था आणि उद्योग या संकल्पना स्पष्ट करा.
- प्रश्न 7) औद्योगिक उत्पादकतेवर परिणाम करणारे घटक स्पष्ट करा.
- प्रश्न 8) थोडक्यात टीपा लिहा. [16]  
अ) पर्याप्त उद्योगसंस्था  
ब) औद्योगिक उत्पादकता



Total No. of Questions : 5]

SEAT No. :

**P604**

[Total No. of Pages : 4

**[5063] Ext.- 265**

**S.Y. B.Com.**

**DEFENCE BUDGETING, FINANCE AND MANAGEMENT  
(Paper - I)  
(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

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

**Q1)** Answer in 20 words each (any ten)

**[10 × 2 = 20]**

- i) Write any two merits of defence budget.
- ii) Write the advantages of financial management.
- iii) Write any two demerits of peace time economy.
- iv) State the concept of military leadership.
- v) Write any two disadvantages of foreign collaboration.
- vi) Define war potential.
- vii) Define Grand strategy.
- viii) State the meaning of counter intelligence.
- ix) State the meaning of industrial complex.
- x) Write any two sources of war finance.
- xi) Define perspective defence planning.
- xii) What do you mean by Zero budget.
- xiii) State the meaning of mobilization of war resources.

**Q2)** Answer in 500 words (any one)

**[20]**

- i) Explain relationship between war and economy.
- ii) Describe technological dimension of national security.

**Q3)** Answer in 500 words (any one)

**[20]**

- i) Describe role of private sector in India's defence production.
- ii) Describe role of D. R. D. O in India's defence production.

**Q4)** Answer in 500 words (any one)

**[20]**

- i) Explain salient features of Indian Economy.
- ii) Describe determinants of defence expenditure.

**Q5)** Write short note on (any two)

**[2 × 10 = 20]**

- i) Role of political Ideology in national security.
- ii) Causes of increasing defence expenditure.
- iii) Techniques of controlling inflation.
- iv) Basic features of zero budget.



Total No. of Questions : 5]

P604

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S.Y. B.Com.

डिफेन्स बजेटिंग फायनान्स अँड मॅनेजमेन्ट (Paper - I)

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) सर्व प्रश्न सोडवणे आवश्यक आहे.  
2) उजवीकडील अंक गुण दर्शवितात.

प्रश्न 1) 20 शब्दात उत्तरे द्या (कोणतेही दहा)

[20]

- i) संरक्षण अंदाजपत्रकाचे कोणतेही दोन गुणधर्म नमूद करा.
- ii) आर्थिक व्यवस्थापनाचे लाभ नमूद करा.
- iii) शांतताकालीन अर्थव्यवस्थेची कोणतेही दोन दोष लिहा.
- iv) लष्करी नेतृत्व म्हणजे काय?
- v) परकीय सहकार्याचे कोणतेही दोन तोटे नमूद करा.
- vi) युद्धक्षमता व्याख्या द्या.
- vii) “ग्रॅन्ड स्ट्रॅटेजी” व्याख्या द्या.
- viii) काऊन्टर इन्टीलीजन्स चा अर्थ नमूद करा.
- ix) इन्डस्ट्रीयल कॉम्प्लेक्स चा अर्थ लिहा.
- x) युद्धनिधी संकलनाचे कोणतेही दोन स्तोत्रे नमूद करा.
- xi) प्रसपेक्टीव्ह डिफेन्स प्लॅनिंग व्याख्या द्या.
- xii) शुन्य आधारीत अर्थसंरक्षण म्हणजे काय.
- xiii) युद्धसाधनसंपत्तीची गतिमानता अर्थ लिहा.

प्रश्न 2) 500 शब्दात उत्तरे द्या (कोणतेही एक)

[20]

- i) युद्ध आणि अर्थव्यवस्था यातील संबंध स्पष्ट करा.
- ii) “राष्ट्रीय सुरक्षेचे तांत्रिक पैक” वर्णन करा.

**प्रश्न 3)** 500 शब्दात उत्तरे द्या (कोणतेही एक) [20]

- i) भारताच्या संरक्षण उत्पादनातील खाजगीउद्योगधंद्याची भूमिका,- वर्णन करा.
- ii) भारताच्या संरक्षण उत्पादनातील संरक्षण संशोधन आणि विकास संघटनाने निभावलेल्या भूमिकेचे वर्णन करा.

**प्रश्न 4)** 500 शब्दात उत्तरे द्या (कोणतेही एक) [20]

- i) भारतीय अर्थव्यवस्थेचे ठळक वैशिष्ट्ये (गुणधर्म) स्पष्ट करा.
- ii) संरक्षण खर्च निर्धारित करणाऱ्या घटकांचे वर्णन करा.

**प्रश्न 5)** थोडक्यात टीपा द्या (कोणतेही दोन) [20]

- i) राष्ट्रीय सुरक्षेसंबंधी राजकीय विचारधारेची भूमिका.
- ii) संरक्षणावरील खर्च वाढण्याची कारणे.
- iii) चलनफुगवटा नियंत्रित करण्याची विविध तंत्रे.
- iv) झिरो बजेटचे मुलभूत गुणधर्म



Total No. of Questions : 9]

SEAT No. :

**P605**

[Total No. of Pages : 2

**[5063]Ext.- 266**

**S.Y. B.Com.**

**INSURANCE TRANSPORT AND TOURISM (Paper - I)**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

- 1) *Question No. 1 is compulsory.*
- 2) *Solve any 5 questions from Q. No. 2 To Q. No. 9.*
- 3) *Figures to the right indicate full marks.*

**Q1)** Describe the organisational structure of life Insurance Business in India. **[20]**

**Q2)** What mean by Insurance Agent? Explain the Role of Insurance Agent in Insurance sector. **[16]**

**Q3)** Explain the various kinds / Types of General Insurance. **[16]**

**Q4)** What are the opportunities before Indian Insurance Business Explain in detail. **[16]**

**Q5)** Define Tourists? Describe the various types of Tourists. **[16]**

**Q6)** Define General Insurance? Explain scope and principles of General Insurance. **[16]**

**Q7)** What mean by Tour operator? State the responsibilities of Tour operators. **[16]**

**Q8)** What are the challenges before Indian Tourism? Describe in detail. **[16]**

**Q9)** What do you know about Tourism. Accommodation? Explain the different kinds / Types of Tourism. Accommodation. **[16]**





Total No. of Questions : 9]

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S.Y. B.Com.

INSURANCE TRANSPORT AND TOURISM (Paper - I)

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास]

[एकूण गुण : 100

- सूचना : 1) प्रश्न क्रमांक 1 सोडविणे आवश्यक आहे.  
2) प्रश्न क्रमांक 2 ते प्रश्न क्रमांक 9 मधून कोणतेही 5 प्रश्न सोडवा.  
3) उजवीकडील अंक पूर्ण गुण दर्शवितात.

- 
- प्रश्न 1) भारतातील आयुर्विमा व्यवसायाची संघटनात्मक रचना विशद करा. [20]
- प्रश्न 2) विमा-एजंट (प्रतिनिधी) म्हणजे काय? विमा क्षेत्रात, विमा एजंटची असलेली भूमिका स्पष्ट करा.[16]
- प्रश्न 3) सर्व साधारण विम्याचे असलेले विविध प्रकार स्पष्ट करा. [16]
- प्रश्न 4) भारतीय विमा व्यवसाया समोरील असलेल्या विविध संधी सविस्तर स्पष्ट करा. [16]
- प्रश्न 5) पर्यटकाची व्याख्या द्या? पर्यटकाचे असलेले विविध प्रकार विशद करा. [16]
- प्रश्न 6) 'सर्व साधारण विमा' याची व्याख्या सांगा? सर्व साधारण विम्याची व्याप्ती आणि तत्वे स्पष्ट करा.[16]
- प्रश्न 7) 'यात्रा - आयोजक' म्हणजे काय? यात्रा-आयोजकाच्या जबाबदाऱ्या सांगा. [16]
- प्रश्न 8) भारतीय पर्यटना समोरील असलेली आव्हाने, सविस्तर विशद करा. [16]
- प्रश्न 9) पर्यटन-निवासव्यवस्था याबद्दल आपण काय जाणता? पर्यटन निवासव्यवस्थेचे असलेले विविध प्रकार स्पष्ट करा. [16]



Total No. of Questions : 8]

SEAT No. :

**P606**

[Total No. of Pages : 3

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**S.Y. B.Com.**

**COMPUTER PROGRAMMING AND APPLICATIONS**

**VB Script and RDBMS (Paper - I)**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 100*

*Instructions to the candidates:*

- 1) *Question 1 is compulsory.*
- 2) *Solve any five questions from Q.2 to Q.8.*
- 3) *Figures to the right indicates full marks.*
- 4) *Neat diagram must be drawn wherever necessary.*

**Q1)** Attempt any four of the following

**[4 × 5 = 20]**

- a) What is IIS?
- b) What is the purpose of ReDim statement of vbscript?
- c) Explain various logical operators of vbscript?
- d) Explain system DSM and File DSM?
- e) What are the various Roles of SQL.

**Q2)** Attempt any four.

**[16]**

- a) Trace the output of given code :

```
<Script Language = "vbscript">
```

```
var 1 = 3
```

```
var 2 = 9
```

```
mul = var1 * var2.
```

```
document. Write ("multiplication of two numbers" & var 1 and var 2 & "is" & mul)
```

```
</script>
```

- b) Explain any four Date functions of vbscript.
- c) Explain index. With it's types?
- d) What is In and Between operator?

**P.T.O**

- Q3)** Attempt any four. **[16]**
- a) Write about string concatenation operator.
  - b) Explain universal data. Access.
  - c) State the types of system privileges.
  - d) Explain the view with examples.
  - e) What is RDBMS?
- Q4)** Attempt any four. **[16]**
- a) What are variant data subtypes of vbscript.
  - b) Explain select ..... case statement with example.
  - c) Explain select command with all options.
  - d) what are the types of Database security?
  - e) Explain create user and Drop user privileges.
- Q5)** Attempt any four. **[16]**
- a) Solve the following :
    - i) Create table Doctor (D.id, Name, location, specialization)
    - ii) Display all the records of Doctors.
    - iii) Delete all the record of doctors fromt Bombay.
  - b) Explain Intersect, union and minus operator.
  - c) What are different types of Indexes?
  - d) Explain any four string functions of SQL.
  - e) What are the Roles of SQL?
- Q6)** Attempt any four. **[16]**
- a) What is synonyms? How to create synonyms.
  - b) Explain RowId and Rownum.
  - c) Explain Get and post methods.
  - d) Write syntax of Alter and update commands.
  - e) Explain various windows methods of Dom.

**Q7)** Attempt any four.

**[16]**

- a) Explain msgbox () and Inputbox () commands of vbscript.
- b) Explain any four mathematical functions of vbscript.
- c) what is an array? How to creat array in vbscript?
- d) Explain types of SQL Equi joins
- e) Explain Floor () and Trunc () function of SQL

**Q8)** Attempt any four.

**[16]**

- a) Explain in short about DOM object of vbscript.
- b) State the components of ODBC
- c) Explain Topdown Vs Event driven programming.
- d) Explain subqueries with example
- e) Write classification of SQL commands.

