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M.Com. (Semester – I) Examination, 2016
MANAGEMENT CONCEPTS
(New CBCS Campus)

Time : 2½ Hours

Total Marks : 70

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

1. Choose the correct alternative : **14**
- 1) According to _____ approach of leadership, leadership can be described in terms of what leaders do rather than what they are
 - a) Behavioral
 - b) Situational
 - c) Trait
 - d) None of these
 - 2) People like work and they are ready to share responsibilities in the organization is the basic assumption of _____
 - a) Theory Z
 - b) Theory X
 - c) Theory Y
 - d) Theory S
 - 3) Communication between two or more people is called _____
 - a) Organizational communication
 - b) Interpersonal communication
 - c) Extra personal communication
 - d) Intrapersonal communication
 - 4) The first step in the decision-making process is which of the following ?
 - a) Developing decision criteria
 - b) Allocating weights to the criteria
 - c) Analyzing alternatives
 - d) Identifying a problem
 - 5) Which of the following would be included in the “Controlling function” ?
 - a) Measuring results against corporate objectives
 - b) Measuring results against personal achievements
 - c) Measuring results with biased view
 - d) None of these



- 6) The most effective leader is one who _____
- a) Has the leadership style most appropriate to the situation and the employee involved
 - b) Has the leadership according to the environment
 - c) Has the leadership style with own rules
 - d) None of the above
- 7) Motivation is related to _____
- a) Planning
 - b) Controlling
 - c) Leading
 - d) Directing
- 8) The process of monitoring, comparing and correcting is called _____
- a) Controlling
 - b) Coordinating
 - c) Leading
 - d) Organizing
- 9) On the managerial grid, a leader who is high in both concern for people and concern for production would rate _____
- a) 1, 1
 - b) 9, 1
 - c) 5, 5
 - d) 9, 9
- 10) Feedback returns the message to the sender and provides a check _____
- a) On how well the receiver is doing
 - b) On the ability of the receiver to perform the task
 - c) On whether understanding has been achieved
 - d) On what the sender should do the next time a message is sent
- 11) Which of the following is not one of the steps identifying as part of the controlling process ?
- a) Setting performance standards
 - b) Measuring performance
 - c) Writing reports
 - d) Taking corrective actions
- 12) Which of the following is the final step in the decision-making process ?
- a) Identifying the problem
 - b) Evaluating the decision's effectiveness
 - c) Identifying decision criteria
 - d) Selecting an alternative that can resolve the problem



13) What does “E”, “R” and “G” stand for in the ERG theory ?

- a) Export, Risk and Guarantee
- b) Exponential, Reliability and Growth
- c) Existence, Relatedness and Growth
- d) None of above

14) Theory Z was introduced by _____

- a) Blake and Mouton
- b) Maslow
- c) William Ouchi
- d) Herzberg

2. Write short notes on : 14

- A) Situational Leadership Approach.
- B) Steps in planning process.

3. Answer in brief : 14

- A) Explain Z theory of management.
- B) Social Responsibility of Business.

4. Answer **any one** of the following questions : 14

- A) Explain the nature and process of Decision Making. State various types of decisions taken in the organization.
- B) What is the need of coordination ? Explain various techniques of effective coordination in detail.

5. Answer **any one** of the following questions : 14

- A) What is Motivation ? Briefly explain about need hierarchy theory, two factor theory and theory X and Y.
- B) What is leadership ? Discuss about different approaches to leadership.



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M.Com. – I (Semester – I) Examination, 2016
MANAGERIAL ECONOMICS – I
(New CBCS – Campus)

Time : 2½ Hours

Total Marks : 70

- Instructions:** 1) **All questions are compulsory.**
2) **Draw diagrams if necessary**
3) **Right side mark indicated full marks.**

1. Choose the correct alternative from the given alternatives : **14**
- 1) Which pair is not correct ?
 - A) Stakelberg Model–One leader and one follower
 - B) Edgeworth Model–Less price product and higher price product
 - C) Baumol Model–Sales maximisation
 - D) Paul M. Sweezy Model–Utility maximisation
 - 2) Price discrimination is possible in
 - A) Perfect Competition
 - B) Monopolistic Competition
 - C) Oligopoly Competition
 - D) Monopoly Competition
 - 3) What are the basic questions of economy ?
 - A) What to produce
 - B) For whom to produce
 - C) Where to produce
 - D) All the above
 - 4) Giffen Paradox is exemption of
 - A) Price elasticity
 - B) Demand law
 - C) Law of diminishing marginal utility
 - D) Law of returns to scale
 - 5) Quantity demanded change from 100 units to 80 units of product, when price of product has change from 5 rupees to 10 then find the price elasticity of demand.
 - A) 1
 - B) 0
 - C) $0 < e < 1$
 - D) $1 < e < \infty$



- 6) According to _____, Managerial economics consists of the use of economic models of thought to analyse business situation.
- A) Morye
B) James Papas
C) McNair and Merium
D) None of these
- 7) _____ is associated with the managerial economics.
- A) Hawtrey
B) Joel Dean
C) Schumpeter
D) None of these
- 8) Large number of firms is an important features of _____ firms.
- A) Monopolistic Competition
B) Monopoly
C) Oligopoly
D) Duopoly
- 9) A firm is in equilibrium when MC is equal to
- A) AC
B) MR
C) TR
D) AR
- 10) The Break-Even-Point is an equilibrium of TR and
- A) TC
B) AR
C) MR
D) AC
- 11) Break-Even-Point = $\frac{\text{Total Fixed Cost}}{\text{Selling Price} - ?}$
- A) A.F.C.
B) A.R.
C) A.C.
D) A.V.C.

- 12) Match List I to the List II

List I

- i) Wealth of Nation
ii) Break-Even-Point
iii) Kinky Demand Curve
iv) Elasticity of Demand

List II

- a) Paul M. Sweezy
b) Alfred Marshall
c) Joel Dean
d) Adam Smith

Answer :

- | | | | | |
|----|---|----|-----|----|
| | i | ii | iii | iv |
| A) | a | b | c | d |
| B) | d | c | a | b |
| C) | d | a | c | b |
| D) | d | c | b | a |



13) What is the point elasticity of demand ?

- | | |
|--------------------------------------------------------|---------------------------------------------------------|
| A) $\frac{\text{Upper Segment}}{\text{Lower Segment}}$ | B) $\frac{\text{Middle Segment}}{\text{Lower Segment}}$ |
| C) $\frac{\text{Lower Segment}}{\text{Upper Segment}}$ | D) $\frac{\text{Middle Segment}}{\text{Upper Segment}}$ |

14) Given selling price is Rs. 10 per unit, variable cost is Rs. 6 per unit and fixed cost is Rs. 5,000. What is Break-Even-Point ?

- | | |
|---------------|----------------------|
| A) 500 units | B) 1000 units |
| C) 1250 units | D) None of the above |

2. Write short note : 14

- 1) Point elasticity of demand.
- 2) Kinky Demand Curve.

3. Write short answer : 14

- 1) Define and discuss the meaning and nature of managerial economics.
- 2) Explain the nature of Break-Even analysis. Given the following functions, find the Break-Even-Point :

$$TC = 1600 + 8 X$$

$$TR = 24 X \quad , \text{ Where } X \text{ is the Quantity sold.}$$

4. Write answer (**any one**) : 14

- 1) Explain meaning, characteristics of monopolistic competition and discuss about long run price determination under monopolistic competition.
- 2) Discuss about the functions and significance of managerial economics ?

5. Write answer (**any one**) : 14

- 1) Explain and illustrate Break-Even Chart. Point out the usefulness of Break-Even analysis.
 - 2) What is meant by price elasticity ? Explain different types of price elasticity with graph and discuss about the determine factors.
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**M.Com. (Semester – I) Examination, 2016
(New CBCS – Campus)
E-COMMERCE**

Time : 2½ Hours

Max. Marks : 70

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

1. Choose the correct alternative : **14**
- 1) What is an internal organizational Internet that is guarded against outside access by a special security feature called a firewall (which can be software, hardware, or a combination of the two).
a) Client/server network b) Intranet
c) Extranet d) Thin client
 - 2) Which of the following describes e-commerce ?
a) Doing business electronically b) Doing business
c) Sale of goods d) All of the above
 - 3) Which type of e-commerce focuses on consumers dealing with each other ?
a) B2B b) B2C c) C2B d) C2C
 - 4) Which form of e-market place brings together buyers and sellers from the same industry ?
a) Horizontal b) Vertical c) Integrated d) Inclined
 - 5) What software detects and removes or quarantines computer viruses ?
a) Backup b) Anti-virus
c) Firewall d) Biometrics
 - 6) What is the legal protection afforded an expression of an idea, such as a song, video game and some types of proprietary documents ?
a) Ethics b) Intellectual property
c) Copyright d) Fair Use Doctrine



- 7) E-Banking is also known as
- a) ATMs
 - b) Net banking
 - c) Traditional banking
 - d) None of these
- 8) OTP stands for
- a) On Time Password
 - b) On Time processing
 - c) One time processor
 - d) None of the above
- 9) Which one is a logical threat ?
- a) Hacking
 - b) Storm
 - c) Phishing
 - d) None of the above
- 10) Which is a function of E-commerce ?
- a) Marketing
 - b) Advertising
 - c) Warehousing
 - d) All of the above
- 11) In an effort to increase inter-organizational information flow, many companies expand access to corporate intranets to include selected trading partners and customers by creating a _____
- a) EDI exchange
 - b) Extranet
 - c) VPN
 - d) RAND
- 12) An e-business that allows consumer to name their own price for products and services is following which e-business model ?
- a) B2B
 - b) B2G
 - c) C2C
 - d) C2B
- 13) Which one is an online payment mode ?
- a) Cash on delivery
 - b) Cash before delivery
 - c) Demand drafts
 - d) e-cheque
- 14) Mechanism to protect private networks from outside attack is
- a) Firewall
 - b) Antivirus
 - c) Digital signature
 - d) Formatting



2. Write short notes : 14
- A) What is e-Auction ?
 - B) Electronic Payments.
3. Answer the following : 14
- A) Functions of e-commerce.
 - B) Describe advantages and disadvantages of Internet.
4. Answer **any one** : 14
- A) Explain Intranet and Extranet.
- OR
- B) Explain B2B, B2C, C2C, B2E, C2G.
5. Answer **any one** : 14
- A) Explain the Framework of e-commerce.
- OR
- B) Describe the various applications of e-CRM.
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**M.Com. (Semester – I) Examination, 2016
ADVANCED ACCOUNTANCY – I
(New CBCS – Campus)**

Time : 2½ Hours

Max. Marks : 70

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

1. Choose the correct alternative : 14
- 1) _____ accounting provides useful information to the management about direct recruitment and promotion; transfer and retention, retrenchment etc.
 - a) Labour cost
 - b) Human resource
 - c) Recruitment
 - d) All of the above
 - 2) Cash received on contract is credited to
 - a) Work-in-process A/c
 - b) Contract A/c
 - c) Contractee's A/c
 - d) None of the above
 - 3) Royalty account is the nature of
 - a) Personal A/c
 - b) Real A/c
 - c) Nominal A/c
 - d) None of these
 - 4) In marine insurance business _____ percentage of premium income is carried forward as provision for and the balance is transferred to Profit and Loss Account.
 - a) 100%
 - b) 50%
 - c) 25%
 - d) 10%
 - 5) In case of goods are transferred from department A to department B at a price so as to include profit of 25% on the cost, the amount of stock reserve on a closing stock of Rs. 6,000 in department B will be
 - a) Rs. 1,200
 - b) Rs. 1,500
 - c) Rs. 2,000
 - d) Rs. 1,800



- 6) Life insurance has an element both of protection and
- a) Premium
 - b) Safety
 - c) Investment
 - d) Risk
- 7) Whenever the Lessor receives a payment he credits
- a) Lessees A/c
 - b) Royalty A/c
 - c) Landlord A/c
 - d) Shortworking A/c
- 8) _____ costs are incurred to identify the possible sources of employees.
- a) Recruitment
 - b) Selection
 - c) Hiring and department
 - d) Orientation
- 9) Liabilities under the existing policies are determined by _____ valuation in case of life insurance.
- a) Actuarial
 - b) Fair
 - c) Average
 - d) Surrender
- 10) Legal fees in respect of claim is shown in
- a) Revenue A/c
 - b) Profit and Loss A/c
 - c) P and L Appropriation A/c
 - d) Balance Sheet
- 11) The degree of completion of work is determine by comparing the work certified with
- a) Contract price
 - b) Work-in-progress
 - c) Cash received on contract
 - d) Contract account
- 12) Non-departmental items of expenses are charged to
- a) Departments on the basis of sales
 - b) General P and L A/c
 - c) Departments on the basis of fixed assets
 - d) None of the above
- 13) The first attempt to value human beings in monetary terms was made by
- a) William Petty
 - b) William C. Pyle
 - c) Shultz
 - d) David Watson
- 14) The Lessee's right to recoup shortworkings is related to
- a) First three years
 - b) Terms of agreement
 - c) Subsequent two years
 - d) None of the above



2. Answer the following : 14

- A) Write a note on problems and limitations of HRA.
- B) Write a note on advantages of preparing department account.

3. A) From the following figures relating to Social India Insurance Co. Ltd. for the year ended on 31-3-2016, you are required to prepare the Revenue Account of Fire Department. 14

Particulars	Rs.
Reserve for unexpired risk (1-4-2015)	60,000
Estimated liability in respect of outstanding claims :	
On 1-4-2015	20,000
On 31-3-2016	15,000
Claims paid	80,000
Re-insurance premium :	
Paid	5,000
Recovered	3,000
Premium received	2,02,000
Commission :	
On direct business	30,500
On re-insurance ceded	1,000
On re-insurance accepted	500
Management expenses	60,000
Interest and dividends (less tax)	9,000
Legal expenses	3,000

The reserve required for unexpired risk as on 31-3-2016 is 40% of the net premium income.

OR



B) B.K. Co. Ltd. took from M/s Royal Brothers Ltd., a lease of a coal field for a period of 10 years from 1st April, 2015 on a royalty of Rs. 25 per tonne of coal extracted with a Minimum Rent of Rs. 2,20,000 a year with power to recover shortworkings during the first five years of the lease. The company closes its books of account on 31st March every year.

The output in the first five years of the lease was as follows :

31 st March 2006	2000 tonnes
31 st March 2007	3600 tonnes
31 st March 2008	9000 tonnes
31 st March 2009	15000 tonnes
31 st March 2010	20000 tonnes

Pass journal entries for all the transactions relating to royalties for the five years in the books of B.K. Co. Ltd.

4. Any one :

14

A) M/s Star Auto Garage have three departments i.e. car, bike and servicing. The former two sell spare parts and occupy a godown and a showroom. The service department uses a garage and adjoining site. The following particulars given to you :

	Car	Bike	Servicing
Stock 1-4-2015	1,00,000	27,500	—
Purchases	3,50,000	1,10,000	—
Sales	6,00,000	3,00,000	1,00,000
Wages of salesman	30,000	12,000	—

Other information :

Particulars	Rs.
Wages of garage labour	10,800
Office salary	12,000
Godown and showroom rent	24,000
Land and garage building	2,72,000



Office expenses	36,000
Garage equipments	1,00,000
Showroom furniture	70,000
Office van	24,000
Debtors	12,000
Creditors	60,000
Bank overdraft	17,200
Power and lighting	36,000
Bank interest	1,000
Cash in hand	900
Drawings	12,000
Proprietor capital	1,63,000

You are required to prepare :

- a) Departmental Trading and Profit and Loss A/c
- b) General Profit and Loss A/c
- c) Balance Sheet after considering following adjustments :
 - 1) Land and garage building includes cost of site used by service dept. Rs. 2,00,000
 - 2) Closing stock – Car Rs. 90,000; Bike Rs. 32,500.
 - 3) 50% of power and lighting charged to service dept.; the balance equally to other departments.
 - 4) Rates for depreciation are – building 5%, equipments 15%, furniture 10%, van 20%.
 - 5) Outstanding expenses are – interest Rs. 150; office expenses Rs. 2,000.
 - 6) Interest and all expenses relating to office are charged to general P and L A/c.
 - 7) The departments using showroom share the space and furniture equally.

OR



B) The Bengal Coal Co. Ltd. leased a piece of land from Z for ten years starting from 1st January 2011 on the following terms :

The company shall pay a minimum rent of Rs. 1,400 per year for the first year with an annual increase of Rs. 140 in every subsequent year in the minimum rent merging into a royalty of 25 paise per ton of coal taken out with power to recoup shortworkings in the first three years only.

The annual output for first five years was as under :

Year 2011 – 1400 tons

Year 2012 – 4200 tons

Year 2013 – 8400 tons

Year 2014 – 11200 tons

Year 2015 – 3920 tons

You are required to :

- 1) Journalize the above transactions in the books of the Bengal Coal Co. Ltd.
- 2) Prepare – Royalties A/c, Shortworkings A/c and Z A/c.

5. **Any one :**

14

A) The following Trial Balance was extracted from the books of New India Life Assurance Co. Ltd. as on 31st March, 2016 :

Particulars	Dr. (Rs.)	Cr. (Rs.)
Paid up capital		
(10000 shares of Rs. 10 each)	–	1,00,000
Life Fund balance (1-4-2015)	–	29,72,300
Dividends paid	15,000	–
Bonus in reduction of premium	31,500	–
Premium less re-assurance premium		
(Commission thereon Rs. 5,000)	–	1,61,500
Claims paid	1,97,000	–
Outstanding claims (1-4-2015)	–	7,000
Commission	9,300	–



Management expenses	32,300	–
Mortgage in India	4,92,200	–
Interest and dividends	–	1,12,700
Agents balances	9,300	–
Freehold premises	40,000	–
Investments	23,05,000	–
Loans on policies	1,73,600	–
Cash on current account	34,300	–
Surrenders	7,000	–
Medical fees	7,000	–
Consideration for annuities	–	10,000
Annuity	10,000	–
	33,63,500	33,63,500

Prepare the Revenue Account for the year ended 31st March, 2016 and a Balance Sheet of the company as at that date after taking the following into consideration :

- | | |
|------------------------------------------|------------|
| 1) Claims outstanding | Rs. 10,000 |
| 2) Further bonus in reduction of premium | Rs. 5,000 |
| 3) Premium outstanding | Rs. 5,000 |
| 4) Claims covered under re-insurance | Rs. 80,000 |
| 5) Management expenses due | Rs. 30,000 |

OR

- B) S. Thapar started work on 1st January 2016 on a contract for Rs. 5,00,000. The following information relating to the contract was extracted from his books of account.

Particulars	Rs.
Materials issued from stores and sent to site	1,60,000
Wages paid	1,01,200
Wages outstanding on 31-3-2016	37,520



New machines purchased and sent to site 1-1-2016	1,48,000
Direct charges paid	7,500
Direct charges outstanding on 31-3-2016	600
Establishment charges apportioned to contract	6,400

On 31st March, 2016 material lying unused at site was valued at Rs. 21,620. Machines were depreciated at 20% p.a. Value of work certified by 31st March, 2016 was Rs. 3,50,000 while the cost of work done but not yet certified as on that date was Rs. 18,000.

On the basis of architecture certificate Thapar has received a total sum of Rs. 2,80,000 from the contractee till 31st March, 2016.

Prepare contract account in S. Thapar's ledger.

Also show the relevant portions of the Contractor's Balance Sheet as at 31st March, 2016.



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M.Com. – I (Semester – I) Examination, 2016
ADVANCED BANKING – I
(New CBCS Campus)

Time : 2½ Hours

Total Marks : 70

Instructions: 1) Attempt **all** questions.

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

1. Choose correct alternatives :

14

1) R.B.I. is established on 1st April

- A) 1934 B) 1955 C) 1948 D) 1935

2) In 1987 a study team led by _____ was constituted to undertake a survey of self-help-group.

- A) NABARD B) SBI C) RBI D) RRB

3) SIDBI launched its micro-finance programme in _____ on a pilote basis.

- A) 1994 B) 1995 C) 1996 D) 2000

4) The priority sector broadly comprises

- A) Agriculture B) Small-scale sector
C) A and B both D) None of the above

5) A small scale industrial units are those whose investment in plant and machinery does not exceed _____ crore.

- A) One B) Two C) Three D) Four

6) SBI capital markets undertakes _____ banking services.

- A) Co-operative B) Private C) Merchant D) Public



- 7) What is the full form of NPAs
- A) National Programme Agencies B) Non-Performing Assets
C) National Performing Assets D) None of the above
- 8) The bank offers kisan credit card for farmers under short-term credit introduced as per _____ guidelines.
- A) RBI/SBI B) RBI/ICICI
C) RBI/NABARD D) RBI/IDBI
- 9) What are the functions of Reserve Bank of India ?
- A) Issue of Notes B) Banker to the Government
C) Controller of credit D) All the above
- 10) SBI groups included
- A) State Bank of Hyderabad B) State Bank of Mysore
C) State Bank of Patiala D) All the above
- 11) PMRY was introduced on Oct. 2,
- A) 1991 B) 1993 C) 1996 D) 1970
- 12) NABARD is established in the year
- A) 1980 B) 1983 C) 1982 D) 1985
- 13) Micro finance may be defined as a financial service for poor and _____ income clients.
- A) High B) Low C) Medium D) None of these
- 14) Which Pair is not correct ?
- A) NABARD – Agriculture and Rural Finance
B) RBI – Banker’s Bank
C) IDBI – Industrial Finance
D) SBI – Private Bank



2. Write short notes : 14
- 1) Classification of Priority Sectors.
 - 2) State Bank Group.
3. Write short answer : 14
- 1) Outline the Silent features of State Bank of India Bill, 2010.
 - 2) Examine the instruments of monetary policy.
4. Answer **any one** : 14
- 1) What are the functions of Reserve Bank of India ? Explain about the monetary policy of RBI.
 - 2) Write an essay on the Micro, Small and Medium Enterprises.
5. Answer **any one** : 14
- 1) Examine the role of commercial banks in the field of agriculture finance.
 - 2) Discuss about the SBI and the developmental role of State Bank of India.
-