

(i) Printed Pages : 4 Roll No.

(ii) Questions : 7 Sub. Code :

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Exam. Code :

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B.Com-Ist Year

2041

ENGLISH

Paper : I : English and Business Communication Skills

Time Allowed : Three Hours] [Maximum Marks : 80

Note:- Attempt all the questions. There is only internal choice.

I. (a) Narrate in your own words the story of 'The Gift of the Magi'.

OR

What were the qualities that made Hughie Erskine popular with men and women ?

(b) What, according to Stevenson, is the secret of true happiness ?

OR

'Millionaire models are rare enough but model millionaires are rarer still'. Comment on the statement. $10 \times 2 = 20$

II. Write a letter to an insurance company requesting to settle your compensation at an early date.

OR

Write a letter of complaint to the Railway authorities about non-arrival of your goods. 8

III. Write a report about an accident that took place in the premises of a factory.

OR

Write a report on the problem of labour unrest in your company and suggest steps to avoid in future.

IV. (a) Prepare a text of a public notice inviting objections to the proposed transfer of the title of a flat.

OR

Prepare the text of a public notice about the change in the interview schedule for some posts in your company.

(b) Draft a tender notice for the procurement of machinery for your newly started factory.

OR

Invite tenders for the sale of scrap lying in your factory.

(c) Draft an auction notice for freehold commercial sites at Baddi

OR

Draft an auction notice for the sale of old furniture in your college.

(d) Issue a memo to an employee who remained absent from duty without sanctioned leave.

OR

Draft an office memo to the Security Officer asking him to regulate the parking facilities in your college premises.

3×4=12

V. What is Networking and define its usefulness along with Internet ?

OR

Write notes on Fax and E-mail.

8

VI. (a) Give meanings of the following words :

homage, monopoly, eccentric, intoxication.

(b) Match the following :

(i) aristocracy (a) hateful

(ii) blatant (b) nobility

(iii) despicable (c) glaring

(iv) concocted (d) made-up

(c) Distinguish between the following pairs of words by using them into sentences :

(i) department, deportment

(ii) Stair, Stare.

4×3=12

VII. Read the passage below and carefully answer the questions given at the end :

There should be a better understanding between the people and the police so that the work of investigation can be continually upgraded. In order to accomplish this, the conscientious police officer should feel secure against political pressure on the one hand and economics pressure on the other. He should realize that adequate advancement will follow meritorious achievement. People should recognise the importance of having higher investigative officers attend conventions, seminars, and workshops where they can

improve their techniques and acquire knowledge which, in turn they can pass on to their associates. Police officers should receive adequate salaries, proportionate to the increased living costs and should have the assurance that, in the event of death while on duty their dependents will be protected by an insurance policy as part of compensation. Only by giving police officers adequate compensation, in keeping with their responsibilities and dangers of their work, can we make the rank and file immune against the ever present temptations.

- (1) Why should there be a better understanding of the work of police ?
- (2) How can improvement in the performance of the police officer be brought about ?
- (3) What do the police officers expect to get from the government ?
- (4) How can they be made immune to temptations ?
- (5) Give a suitable title to the passage. 10

9/4/11

- (i) Printed Pages : 2
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B.Com. Ist Year
 2041
 PUNJABI
 Paper : II

Time Allowed : Three Hours]

[Maximum Marks : 45

- ਨੋਟ: (i) ਲਿਖਾਈ ਸਾਫ ਤੇ ਸਪੱਸ਼ਟ ਕਰੋ।
 (ii) ਸਵਾਲ ਨੰਬਰ V ਅਤੇ VII ਨੂੰ ਇਕੋ ਥਾਂ ਉਪਰ ਹੀ ਹੱਲ ਕਰੋ।

I. 'ਹਊਆ ਅਤੇ ਭੂਤ-ਪ੍ਰੇਤ' ਅਧਿਆਇ ਵਿਚ ਆਏ ਵਿਚਾਰਾਂ 'ਤੇ ਚਰਚਾ ਕਰੋ।
 ਜਾਂ
 'ਨਜ਼ਰ ਬੱਟੂ' ਅਧਿਆਇ ਦਾ ਸਾਰ ਲਿਖੋ।

8

II. ਕਿਸੇ ਕੰਮ ਦੇ ਆਰੰਭ ਕਰਨ ਨਾਲ ਸੰਬੰਧਿਤ ਲੋਕ-ਵਿਸ਼ਵਾਸਾਂ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਓ।
 ਜਾਂ
 'ਕਾਲੇ ਚਿੱਟੇ ਟੂਣੇ' ਅਧਿਆਇ ਵਿਚ ਦੱਸੇ ਕਾਲੇ ਟੂਣਿਆਂ ਬਾਰੇ ਬਿਆਨ ਕਰੋ।

7

- III. ਹੇਠ ਲਿਖੇ ਵਿਸ਼ਿਆਂ ਵਿਚੋਂ ਕਿਸੇ ਇੱਕ ਉਪਰ ਨਿਬੰਧ ਲਿਖੋ।
 (ੳ) ਕੀ ਬਿਜਨੈਸ ਵਿਚ ਬੇਈਮਾਨੀ ਜ਼ਰੂਰੀ ਹੈ ?
 (ਅ) ਸੰਚਾਰ ਸਾਧਨਾਂ ਦੀ ਅਜੋਕੇ ਯੁਗ ਵਿਚ ਭੂਮਿਕਾ
 (ੲ) ਵਿਦਿਆਰਥੀ ਅਤੇ ਨਸ਼ੇ
 (ਸ) ਬੇਰੁਜ਼ਗਾਰੀ

10

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[Turn over

11/11/18
IV. ਆਪਣੀ ਹੋਜ਼ਰੀ ਮਿੱਲ ਵੱਲੋਂ ਕਿਸੇ ਫਰਮ ਨੂੰ ਬਕਾਏ ਦੇ ਭੁਗਤਾਨ ਸੰਬੰਧੀ ਪੱਤਰ (Reminder) ਲਿਖੋ।

ਜਾਂ

ਆਪਣੀ ਦੁਕਾਨ ਵੱਲੋਂ ਮਾਲ ਦੀ ਪਹੁੰਚ-ਰਸੀਦ ਵਜੋਂ ਮੈਸ. ਸੈਮਸੰਗ ਇਲੈਕਟ੍ਰਿਕ ਕੰਪਨੀ, ਗੁੜਗਾਵਾਂ ਨੂੰ ਟੈਲੀਗ੍ਰਾਮ ਭੇਜੋ। 5

V. (ੳ) ਹੇਠ ਦਿੱਤੇ ਸ਼ਬਦਾਂ ਨੂੰ ਸ਼ੁੱਧ ਕਰਕੇ ਲਿਖੋ :

ਯੂਨੀਵਰਟੀ, ਰੁਪੀਆ, ਕੋਲੇਜ, ਗਾਨਾ ਗਾਉਨਾ

(ਅ) ਵਿਸਰਾਮ ਚਿੰਨ੍ਹ ਲਾਓ :

ਤੂੰ ਮੇਰਾ ਪੁੱਤਰ ਏਂ ਕੰਨੂੰ ਚਾਚੇ ਨੇ ਮੇਰੇ ਵੱਲ ਪਿਆਰ ਭਰੀ ਨਜ਼ਰ ਕਰਕੇ ਆਖਿਆ ਆਹੋ ਚਾਚਾ ਕਾਈ ਚਾਚੀ ਤਾਂ ਫੜੀ ਲਿਆਉਂਦੇ ਮੇਰੇ ਲਈ ਉੱਥੋਂ ਧੱਕੋ-ਧੱਕੀ ਗੱਡੀ ਵਿਚ ਸੁੱਟ ਲਿਆਉਂਦਾ ਫੌਜੀਆਂ ਨੂੰ ਕੌਣ ਪੁੱਛਦਾ ਏ ਹੁਣ ਆਇਆ ਤਾਂ ਲਿਆਵਾਂਗਾ ਚਾਚਾ।

(ੲ) ਕੋਈ ਦੋ ਮੁਹਾਵਰਿਆਂ ਦੇ ਅਰਥ ਦੱਸਕੇ ਵਾਕ ਬਣਾਓ:

ਪੱਲਾ ਛੁਡਾਉਣਾ, ਫੂਕ ਨਿਕਲਣੀ, ਮੱਖੀਆਂ ਮਾਰਨੀਆਂ, ਲੱਕ-ਬੱਨ੍ਹਣਾਂ।

2+2+2=6

VI. ਹੇਠ ਲਿਖੇ ਇਸ਼ਤਿਹਾਰ ਦਾ ਪੰਜਾਬੀ ਅਨੁਵਾਦ ਕਰੋ :

Commercial accommodation ground floor/basement at SCO 269, Sector-22, Chandigarh for rent. Banks, Govt. Departments/MNCs preferred. Contact- 9123412345. 5

VII. ਹੇਠ ਲਿਖੇ ਅੰਗਰੇਜ਼ੀ ਸ਼ਬਦਾਂ ਦੇ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ :

Anticipated Prices, Devaluation, Glut, Imputed Income, Monetary System, Tax Evasion, Redemption of Mortgage, Wharfage. 4

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(i) Printed Pages : 3 Roll No.

(ii) Questions : 9 Sub. Code : 0 8 0 3

Exam. Code : 1 1 2

B.Com Ist Year

2041

**HISTORY AND CULTURE OF PUNJAB FROM
1200 TO 1849 A.D.**

Paper : II

Time Allowed : Three Hours]

[Maximum Marks : 45

- Note :- (i) Attempt **five** questions in all.
(ii) Question No. I is compulsory
(iii) All questions carry marks.
(iv) Attempt **one** question from each unit.
(v) For private candidates who have not been assessed earlier for internal assessment their theory paper marks will be proportionately increased to maximum marks of the paper in lieu of internal assessment.

Attempt any **nine** of the following in about 20-25 words each.

- (i) Who was Chingez Khan ?
- (ii) Who were the Ulema ?
- (iii) Who was Daulat Khan Lodhi ?
- (iv) Who was Todar Mal ?
- (v) Name the four famous Sufi Saints.

- (vi) What was Guru Nanak's concept of God ?
- (vii) When and by Whom was Goindwal Sahib founded ?
- (viii) Name the three towns founded by Guru Arjun Dev ?
- (ix) Why is Guru Hargobind Known as 'Bandi Chhor Baba' ?
- (x) Where was Guru Teg Bahadur executed ?
- (xi) Who were the 'Muktas' ?
- (xii) Give three main causes of the foundation of Dal Khalsa ?
- (xiii) When was the Treaty of Amritsar signed ?
- (xiv) Who wrote Humayun Nama ?
- (xv) Who was the Guru of Puran Bhagat ? $9 \times 1 = 9$

UNIT-I

- II. Describe briefly the condition of Punjab under the Mughals. 9
- III. Point out the salient features of suffism in Punjab. 9

UNIT-II

- IV. Describe the contribution of Guru Angad Dev in the development of Sikhism. 9
- V. Describe the causes of martyrdom of Guru Arjun Dev. 9

UNIT-III

- VI. Describe the achievements of Banda Bahadur. 9
- VII. Briefly describe Ranjit Singh's relations with the British from 1799-1809. 9

UNIT-IV

- VIII. Assess the position of women in Punjab during the medieval period. 9
- IX. Describe briefly the folk-tale of Heer and Ranjha. 9

(i) Printed Pages : 3 Roll No.

(ii) Questions : 14 Sub. Code :

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Exam. Code :

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B.Com. Ist Year

2041

COMMERCIAL AND LABOUR LAWS

Paper : III

Time Allowed : Three Hours] [Maximum Marks : 80

- Note :-**
- (i) The question paper is divided into 3 Sections A, B and C.
 - (ii) Attempt any **four** questions from Section A. Each questions carries 5 marks.
 - (iii) Attempt **two** questions each from each Section B and Section C. Each question carries 15 marks.

SECTION-A

1. What is an invitation to offer ? How it differs from offer ?
2. Explain the agreement in restraint of marriage and in restraint of trade.
3. What are the provisions of law relating to pledge by non owners ?

4. What is the procedure of obtaining informations under RTI act.
Which type of informations are not supposed to be disclosed under this act ?
5. X enters into a restaurant for dining. His bag containing some important documents. It was taken by a waiter at the gate, who placed it at a shelf behind X. After having his dinner when X rose to leave, the bag was gone. X wants to hold the proprietor of the restaurant liable for the loss. Decide.
6. X sells a horse to Y for Rs. 1200 but unknown to both the parties at the time of transaction, the horse was dead. Discuss the rights and liabilities of both the parties. Would it make any difference to your answer if the horse was seriously ill at the time of transaction and died within a few hours after the transaction ?

SECTION-B

1. What is the procedure for making the complaint under Consumer Protection Act, 1986 and the procedure after the complaint is admitted ?
2. What are the rights of Surety ? How the Surety is discharged ?
3. What is the meaning of tender of Performance ? Explain the essentials of a valid tender.

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4. Who is competent to enter into contract ? Discuss the position of minor in this regard.

SECTION-C

1. What are the rules regarding Presentment for Payment of a negotiable instrument ? When is such presentment unnecessary ?
2. Define the term delivery as used in the contract of sale of goods and discuss the rules regarding delivery of goods.
3. Define young Person and Adult in the Factories Act, 1948. What are the Provisions of Factories Act, 1948 regarding the employment of young Persons ?
4. What is the Machinery available under Industrial Dispute Act, 1947 to settle the disputes ?

(i) Printed Pages : 7

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(ii) Questions : 14

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B.Com. 1st Year

2040

FINANCIAL ACCOUNTING

Paper : IV

Time Allowed : Three Hours]

[Maximum Marks : 80

Note:- (i) Attempt any **four** questions from Section A whose each question carries 5 marks. Attempt **two** questions from Section B and C each. Each question in Section B and C carries 15 marks.

(ii) Use of non-programmable calculator is allowed.

SECTION—A

- I. Explain Accounting cycle. 5
- II. What is the need for charging depreciation ? 5
- III. What is voyage-in-progress ? 5
- IV. Write a note on Returnable empties. 5

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[Turn over

V. A Consigned to B 1000 kgs of certain goods at Rs. 200 per kg incurring Rs. 5,000 as expenses. 100 kg were lost in transit. B spent Rs. 1,000 as non-recurring expenses & Rs. 3,000 as recurring expenses. B sold 600 kg of the goods, 5 kg goods were lost due to breakage at B's godown which was considered to be normal. Calculate the amount of abnormal loss and value of stock on consignment. 5

VI. Sachin obtained a lease of a coal mine for 5 years at a minimum rent of Rs. 3,000 per year merging into a royalty of 50 paise per ton. The shortworkings of any year could be recouped out of excess of subsequent two years. The output was as follows :

1998	NIL
1999	1,200 tons
2000	4,800 tons
2001	12,000 tons
2002	9,000 tons

Sachin paid Rs. 3,000 as 'Salami' to landlord on 1st Jan 1998. Give Nazrana accounts in the books of coal company. 5

SECTION—B

VII. What are departmental accounts ? What are objects and advantages of preparing of these account ? Explain the basis of allocation of expenses of various departments. 2,3,10

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11. Cash Sales Rs. 32,000 and Credit Sales	7,29,400
12. Branch Expenses (including Insurance charges)	50,000
13. Bad Debts Rs. 1,000 and Discount allowed to Customers	500

The Branch Manager is entitled to a commission of 5% of profit of Branch after charging such commission.

Prepare Branch Stock Account, Branch Adjustment Account and Branch Profit and Loss Account if the Closing Stock at Branch at its cost as per physical verification amounted to Rs. 2,00,000.

15

- X. B. Finance Ltd. held on 1st April, 1990, Rs. 1,00,000 of 12% units of Unit Trust of India (1994) at Rs. 95,000. Three months' interest had accrued as interest was receivable half yearly on 31st June and 31st December. All cheques for half yearly interest had been sent by Unit Trust of India in advance and hence bank could credit the finance company's account on the dates of interest themselves.

On 31st August, 1990, the company purchased a further Rs. 40,000 of the Units at Rs. 96 (net) cum-interest. On 31st October, 1990, Rs. 30,000 of the Units were sold at Rs. 94 (net) ex-interest. On 28th February, 1991, Rs. 20,000 of the Units were sold at Rs. 96 (net) cum-interest.

On 31st March, 1991, the marked price of the Unit was Rs. 96. The face value of each unit was Rs. 100. Prepare the 12% Units Account for the year ended 31st March, 1991. 15

SECTION—C

- XI. (a) What do you mean by royalty ? Discuss the term Minimum Rent, Short Working and Recoupment of Shortworking. 10
 (b) Distinguish between Hire Purchase System and Instalment System. 5

XII. Discuss fully accounting treatment of Returnable Containers and also give the objectives of accounting for containers. 10, 5

XIII. A, B and C sharing profits in the proportion of 3 : 2 : 1 respectively, agree upon dissolution of their partnership firm on 31st March, 2005 on which date their balance sheet is as under :-

	Rs.	Rs.		Rs.	Rs.
Capital Accounts :			Machinery		40,500
A	40,000		Stock-in-Trade		
B	20,000		Investments		20,830
	-----60,000		Joint Life Policy		14,000
			Debtors	9,300	
Mrs. A's Loan	10,000		Less : Provision for		
			Doubtful Debts	600	
Creditors	18,500				8,700
Joint Life Policy Reserve	14,000				
Investments Fluctuation Reserve	6,000				
			Current Account-C		11,500
			Cash at Bank		5,420

					1,08,500

					1,08,500

The life policy is surrendered for Rs. 12,000. The investments are taken over by A for Rs. 17,500. A agrees to discharge his wife's

loan, B taken over all the stock at Rs. 7,000 and debtors amounting to Rs. 5,000 at Rs. 4,000. Machinery is sold for Rs. 55,000. The remaining debtors realize 50% of books value. The expenses of realization amount to Rs. 600.

It is found that an investment not recorded in the books is worth Rs. 3,000. The same is taken over by one of the creditors at this value.

Show the necessary ledger accounts including the final accounts of the partners on completion of the dissolution of the firm. 15

XIV. X Ltd. has insured itself under a loss of profit policy for Rs. 3,63,000. The indemnity period under the policy is six months. On 1st September, 1998 a fire occurred in the factory of X Ltd. and the normal business was affected upto 1st March, 1999.

The following information is compiled for the year ended on 31st March, 1998 :

Sales	20,00,000
Insured standing charges	2,40,000
Uninsured standing charges	20,000
Net Profit	1,20,000

Following further details of turnover are furnished.

- (a) Turnover during the period of 12 months ending on the date of fire was Rs. 22,00,000;
- (b) Turnover during the period of interruption was Rs. 2,25,000
- (c) Actual turnover during the period from 1.9.1997 to 1.3.1998 during the preceding year corresponding to the indemnity period was Rs. 7,50,000;

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B.Com.–Ist Year

2041

BUSINESS ORGANISATION AND MANAGEMENT

Paper : V

Time Allowed : Three Hours]

[Maximum Marks : 80

- Note:–**
- (i) The Question Paper is divided into **three** Sections.
 - (ii) Attempt any **four** questions from Section A. Each question carries **five** marks.
 - (iii) Attempt any **two** questions each from Section B and C. Each question in these Sections carries 15 marks.

SECTION–A

1. Describe the inter-relationship between Commerce and Economics.
2. Distinguish between a Partnership and Joint Stock Company.
3. Explain the need for Letter of Credit.
4. What do you mean by Universality of Management Principles ?
5. What are steps required for evaluating strategies ?

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[Turn over

6. Describe production planning and control as a technique of Control.

4×5=20

SECTION-B

7. What do you mean by State Enterprises ? Explain its objectives. What problem do they face at present ?
8. What is an Export marketing plan ? What are the various factors to be considered for it ?
9. What is the procedure followed at Stock Exchange for making purchase and sale ?
10. "One man control is the best in the world if that man is big enough to manage the whole show." Discuss the statement. 2×15=30

SECTION-C

11. "Co-ordination is the essence of management". Explain this statement by stating its utility in management.
12. What is meant by Management by Objectives (MBO) ? Explain the features and process of MBO.
13. Define Centralisation and Decentralisation. How can a balance be created between both ?
14. "Leadership is situational" In the light of this statement discuss in brief various theories of leadership. 2×15=30

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(ii) Questions : 9

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B.Com 1st Year

2041

BUSINESS MATHEMATICS AND STATISTICS

Paper : VI

Time Allowed : Three Hours]

[Maximum Marks : 80

SECTION—A

(Attempt any **four** parts. Each part carries 5 marks.)

1. (a) Difference between Determinant and Matrix.
- (b) Define Regression coefficients and Regression lines.
- (c) Distinguish between simple random sampling and stratified random sampling.

(d) Show that
$$\begin{vmatrix} 1 & a & bc \\ 1 & b & ca \\ 1 & c & ab \end{vmatrix} = (b - c)(c - a)(a - b).$$

- (e) Simple Interest on a certain sum of money for $1\frac{1}{2}$ years is Rs. 150 and C.I is Rs. 153.33. Find the rate.
- (f) The Arithmetic mean, the mode and the median of a group of 75 observations was calculated to be 27, 34 and 29 respectively. It was later discovered that one observation was wrongly read as 43 instead of the correct value 53. Examine to what extent the calculated values of the three averages will be affected by Error. 4×5=20

SECTION—B

(Attempt any **two** questions)

2×15=30

2. Explain briefly the simplex method of solving a linear programming problem (LPP). Why the simplex method is considered superior to Graphic method ?

3. Calculated Mean, Median and Mode from the following data :

x	0.5	1.0	3.0	5-7	7-10	10-15	15-20	20-25
f	2	3	2	4	4	12	6	2

4. Calculate the Chain Base Index Numbers chained to 2003 from the average price of following three commodities :

Commodities	2003	2004	2005	2006	2007
Wheat	4	6	8	10	12
Rice	16	20	24	30	36
Sugar	8	10	16	20	24

5. Below are given the figures of production (in thousand quintals) of a sugar factory :

Year	2001	2002	2003	2004	2005	2006	2007
Production (Thousand quintals)	77	88	94	85	91	98	90

- (i) Fit a straight line by the "least squares" method and tabulate the trend values.
- (ii) Eliminate the trend. What components of the series are thus left over ?
- (iii) What is monthly increase in the production of sugar ?

08

SECTION—C

(Attempt any two questions)

2×15=30

6. Attempt all parts :

- (a) What are the different sources of Errors in a sample survey ?
- (b) State and prove the multiplication Theorem of Probability.
- (c) Differentiate between Binomial and Poission distributions.

7. A computer while calculating the correlation coefficient between two variables X and Y from 25 pairs of observations obtained the following results :

$$N = 25, E_x = 125 \quad E_{x^2} = 650$$

$$E_y = 100 \quad E_{y^2} = 460 \quad E_{xy} = 508$$

It was however, discovered at the time of checking that he had copied down two pairs as

X	Y
6	14
8	6

While the correct values was

X	Y
8	12
6	8

Obtain the correct value of correlation coefficient.

8. The following data relates to the scores obtained by a salesmen of a company in a intelligence test and their weekly sales in thousand rupees :

Salesmen Intelligence	A	B	C	D	E	F	G	H	I
Test Scores	50	60	50	60	80	50	80	40	70
Weekly Sales	30	60	40	50	60	30	70	50	60

- (a) Obtain the regression equation of sales on intelligence test scores of the salesmen.
- (b) If the Intelligence test score of a salesman is 65, what would be his expected weekly sales ?
9. Twelve dice were thrown 4096 times. Each 4, 5 or 6 spot appearing was considered to be a success. While a 1, 2 or 3 spot was failure. Calculate the theoretical frequencies for 0, 1, 2 , 12 successes.

(i) Printed Pages : 2

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(ii) Questions : 14

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B.Com. 2nd Year

2041

BUSINESS ECONOMICS

Paper : IV

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :- (i) Attempt any **four** questions from Section A, Each question in Section A carries 5 marks.

(ii) Attempt any **two** questions each from Section B and C. Each question in these Sections carries 15 marks.

SECTION-A

Attempt any **four** questions :

1. Enumerate factors responsible for downward slope of a demand curve. 5
2. Define price elasticity of demand. Why does it vary for different goods ? 5
3. Define Average Revenue, Marginal Revenue and Total Revenue. Illustrate relation between AR, MR, TR in case of perfect competition. 5
4. Distinguish between market price and normal price. 5

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5. Explain value added approach to measuring national income. 5
6. What do you understand by propensity to consume ? Illustrate using table and diagram. 5

SECTION-B

1. State and explain law of equimarginal utility and point out its limitations. 15
2. What is meant by price effect ? Show price effect as a combination of substitution effect and income effect in case of :
 - (i) Normal goods
 - (ii) Giffen goods 15
3. What do economies of scale refer to ? Explain their various types. 15
4. What characteristic features define a monopoly market ? Discuss equilibrium of a monopoly firm in short run and long run. 15

SECTION-C

1. Discuss marginal productivity theory of factor price determination. 15
2. Differentiate between real wages and money wages. Enumerate various factors that determine real wages. 15
3. Explain classical theory of income and employment. Why did this theory fail ? 15
4. What does multiplier imply ? Explain why is it called a double edged sword. 15

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(i) Printed Pages : 2

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(ii) Questions : 14

Sub. Code :

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Exam. Code :

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B.Com. 2nd Year

2041

BANKING AND INSURANCE

Paper : V

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :- (i) The question paper is divided into 3 Section A, B and C

(ii) Attempt any **four** questions from Section A. Each question carries 5 marks.

(iii) Attempt **two** questions each from Section B and Section C. Each question carries 15 marks.

SECTION-A

1. What is Bank rate and reverse Repo rate ?
2. What are departmental functions performed by Commercial Banks ?
3. Distinguish between Central Bank and Commercial Bank.
4. What is Consequential Loss Policy ?
5. What is Double insurance and Reinsurance ?
6. What are the risks involved in e banking or Internet Banking ?

0815/HRS-16197

[Turn over

SECTION-B

1. What are the three basic canons of lending policy ? What factors influence the lending policy of a bank ?
2. What are open market operations ? Discuss the assumptions, objectives and limitations of open market operations.
3. Discuss the impact of reforms in Indian Banking in India. What are the challenges ahead ?
4. What has been the policies of Government towards Merchant Banking in India ? Give various categories of Merchant Bankers as per the classifications made by SEBI.

SECTION-C

1. What is the nature and scope of Insurance ? Explain the functions performed by Insurance.
2. Critically examine the growth of non-life insurance after Nationalisation of this business and now after Privatisation.
3. What are the Provisions of IRDA act for Licencing of agents and Insurance intermediaries ?
4. Classify the various life insurance policies. Explain any one life insurance policy offered by Private Life Insurance company.

(i) Printed Pages : 3

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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B.Com. 3rd Year

2041

FUNCTIONAL MANAGEMENT

Paper : I

Time Allowed : Three Hours] [Maximum Marks : 80

Note :- (i) Attempt four two and two questions from Section A, Section B and Section C respectively.

(ii) Answer to questions of respective Section A, B and C carry 5, 15 and 15 maximum marks.

SECTION-A

Attempt any four questions

1. Why selections is termed a negative process as compared to recruitment?
2. How can quality of work life be measured? What is the relationship between quality of work life, productivity and cost of production?
3. Write a note on global issues in strategic management.

0821/HRS-16199

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[Turn over

4. Explain the various strategies with examples.
5. How is societal concept an improvement over the traditional concept of marketing ?
6. "Do you think advertising facilitates salesmanship"? Comment and discuss.

SECTION-B

7. Discuss and recommend the system of wage/salary payment which stimulates production and productivity.
8. What do you understand by performance evaluation ? Discuss its various methods. 2+10+3
9. What do you mean by quality control ? Discuss its importance and various techniques. Do you think quality control can be applied to service organisations ?
10. "Training is required for new appointees as well as existing employees". Do you agree ? In the light of this statement discuss various types and methods of training.

SECTION-C

11. Discuss the various functions of marketing in a global firm.
12. "The advertising mediums has changed". Do you agree? In the light of this statement discuss the new as well as traditional mediums of advertisement.
13. Define the term strategy. What are the basis of formulation of strategies?
14. How can marketing research give impetus to better marketing in Indian context?

(i) Printed Pages : 4

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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B.Com-3rd Year

2041

MANAGEMENT ACCOUNTING AND BUSINESS FINANCE

Paper : II

Time Allowed : Three Hours]

[Maximum Marks : 80

Note:- There are **three** Sections A, B, C. Attempt **four** questions from Section A of 5 marks each, **two** questions from Section B of 15 marks each and **two** questions from Section C of 15 marks each.

SECTION-A

- I. Explain the concept of Human Resource Accounting.
- II. Discuss the uses of Price Level Accounting.
- III. What do you understand by Responsibility Accounting ?
- IV. Find out (i) Current Assets (ii) Liquid Assets (iii) Inventory, when current liabilities are Rs. 80,000, Current Ratio is 2 : 1, Liquid Ratio is 1.5 : 1 and prepaid expenses are Rs. 2,000.
- V. X Ltd. issues Rs. 2,00,000, 9% debentures at a premium of 10%. The costs of flotation are 2%. The tax rate applicable is 60%. Compute cost of debt capital.
- VI. A company issues 1000, 7% Preference Shares of Rs. 100 each at a premium of 10% redeemable after 5 years at par. Compute the cost of Preference Capital.

0823/RS-16200

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[Turn over

SECTION-B

VII. 'Management Accounting is nothing more than the use of financial information for management purpose'. Explain this statement and distinguish between financial accounting and management accounting.

VIII. What do you mean by financial statements? Discuss the importance and limitations of financial statements.

IX. The following are the ratios relating to the activities of XY Ltd. :

Stock Velocity	:	6 months
Creditors Velocity	:	2 months
Debtors Velocity	:	3 months
Gross Profit Ratio	:	25%

Gross Profit for the year ended 31st March, 2008 amounts to Rs. 4,00,000. Closing stock of the year is Rs. 10,000 above the opening stock. Bills receivable amount to Rs. 25,000 and bills payable to Rs. 10,000. Find out :

- (a) Sales
- (b) Purchases
- (c) Sundry Creditors
- (d) Sundry Debtors
- (e) Closing Stock.

X. Following are the summarised balance sheets of AB Ltd. as on 31st March, 2007 and 2008 :

Liabilities	2007	2008	Assets	2007	2008
	Rs.	Rs.		Rs.	Rs.
Share Capital	1,00,000	1,30,000	Land & Building	1,00,000	95,000
General Reserve	25,000	30,000	Machinery	75,000	84,500
Profit & Loss A/c	15,200	15,400	Stock	50,000	37,000
Bank Loan (long-term)	35,000	—	Cash	200	300
Sundry Creditors	75,000	67,500	Bank	—	4,000
			Sundry Debtors	40,000	32,100
Provision for tax	15,000	17,500	Goodwill	—	7,500
	2,65,200	2,60,400		2,65,200	2,60,400

Additional Information :

- (i) Dividend of Rs. 11,500 was paid.
- (ii) Assets of another company were purchased for a consideration of Rs. 30,000 payable in shares. The following assets were purchased; stock Rs. 10,000, machinery Rs. 12,500.
- (iii) Machinery was further purchased for Rs. 4,000.
- (iv) Depreciation written-off machinery Rs. 6,000.
- (v) Income tax provided during the year Rs. 16,500.
- (vi) Loss on sale of machine of Rs. 100 was written off to General Reserve.

You are required to prepare a statement of funds flow.

SECTION-C

- XI. What do you mean by stable dividend policy ? Discuss the various factors those influence the dividend policy of a firm.
- XII. What do you mean by financial planning ? Discuss its objectives and limitations.
- XIII. A company is considering an investment proposal to purchase a machine costing Rs. 5,00,000. The machine has a life expectancy of 5 years and no salvage value. The company's tax rate is 40%. The firm uses straight line method for providing depreciation. The estimated cash flows before tax after depreciation (CFBT) from the machine are as follows :

Year	CFBT (Rs.)
1	1,20,000
2	1,40,000
3	1,80,000
4	2,00,000
5	3,00,000

Calculate : (a) Pay-back period (b) Average rate of return
(c) Present value at 10% discount rate. You may use the following table :

Year	1	2	3	4	5
PV factor at 10%	0.909	0.826	0.751	0.683	0.621

XIV. A proforma cost sheet of a company provides the following particulars :

Element of cost

Material	40%
Direct Labour	20%
Overheads	20%

The following further particulars are available :

- It is proposed to maintain a level of activity of 2,00,000 units.
- Selling price is Rs. 12 per units.
- Raw materials are expected to remain in stores for an average period of one month.
- Material will be in process, an average half a month and is assumed to be consisting of 100% raw material, wages and overheads.
- Finished goods are required to be in stock for an average period of one month.
- Credit allowed to debtors is two month.
- Credit allowed by suppliers is one month.

You are assume that sales and production follow consistent pattern. You are required to prepare a statement of working capital requirements.

(i) Printed Pages : 7

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

1	1	4
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B.Com.-3rd Year

2041

DIRECT TAX LAWS

Paper : III

Time Allowed : Three Hours]

[Maximum Marks : 80

- Note:- (i) The question paper is divided into **three** Sections.
- (ii) Section A consists of short answer questions. Attempt any **four** questions from this Section. Each question carries **5** marks.
- (iii) Attempt **two** questions each from Section B and Section C. Each question carries **15** marks.

SECTION—A

Note: Attempt any **four** questions.

- 2-I. (a) Explain any two exempted incomes.
- (b) How annual value of a house property is determined ?
- (c) What remedies are available to an agrieved party against best judgement assessment ?
- (d) Compute tax liability of Mr. Rajeev Sharma who has agriculture income of Rs.1,25,000 and non-agricultural income of Rs. 5,85,000.

(e) Mr. Ridham's GTI for the P.Y. 2009-10 was Rs. 6,50,000 including long term capital gain of Rs. 1,00,000. He made the following donations :

- (i) Maharashtra C.M. Earthquake Relief Fund- Rs. 35,000.
- (ii) National Foundation for Communal Harmony - Rs. 25,000.
- (iii) Rs. 15,000 to National Children's Fund.
- (iv) To Municipal Corporation for promotion of family planning Rs. 65,000.
- (v) To an approved charitable institution Rs. 22,000.
- (vi) Rs. 10,000 donation for repair of Taj Mahal.

Compute Deduction U/S 80-G.

(f) A, B and C are partners of a firm with equal shares. The profit & loss account for the year ended 31st March, 2010 shows a net profit of Rs. 5,60,000 after debiting Rs. 9,000 for interest paid to A @ 20%, Rs. 75,000 salary paid to B and Rs. 25,000 for rent of business premises paid to C. Compute the total income of the firm. The firm fulfils the conditions of section 184. 5×4

SECTION—B

Note:— Attempt any two questions. Each question carries 15 marks.

- II. Explain the provisions regarding set-off and carry-forward of losses while computing the total income of an assessee.
- III. Discuss briefly the provisions of Income Tax Act regarding deductions to be made in computing the total income of an assessee in respect of certain payments.

IV. The following is the Profit & Loss Account of Sh. Vinod Sharma for the year ending 31st March, 2010

	Rs.		Rs.
Rent	4,200	Gross Profit b/d	68,950
Staff Salaries	8,500	Misc. Receipts	485
General Charges	3,950	Discounts	952
Interest On Capital	2,200	Interest On Govt.	
Audit Fees	1,250	Securities	2,800
Bad Debts	650	Bad Debts Recovered	525
Reserve for Bad Debts		Profit On Sale of Machinery	6,200
Income Tax	2,100	Profit On Smuggling	
Law Charges	3,300	Business	1,75,000
Compensation to a retrenched employee	2,450	Less :	
Cost of extension of Office premises	3,200	Bribe to Border Police	10,000
Charity & Donations	225	Smuggled Goods Seized	14,000
Depreciation	6,200		
Entertainment Expenses	12,700	Penalty to Custom Authorities	18,000
			42,000
Net Profit	<u>1,61,287</u>		<u>1,33,000</u>
	<u>2,12,912</u>		<u>2,12,912</u>

Compute Sh. Vinod Sharma's Income from business for the A.Y. 2010-11 after taking into account the following :

- (a) The expenditure of rent includes a sum of Rs. 850 being rent charged for a godown owned by assessee himself.
- (b) Staff salary includes Rs. 1,600 being the salary of a servant engaged at the residence of the assessee.
- (c) The general expenses include a sum of Rs. 500 being advertisement expenses.
- (d) Bad debts includes an item of Rs. 200 due from Mr. X since 1-9-2007 who is solvent.
- (e) Law charges includes payment of Rs. 2500 being stamp and registration fees paid for the purchase of a property.
- (f) Depreciation according to Income Tax rules amount to Rs. 7,100.
- (g) Bad debts recovered includes an item of Rs. 225 the claim for which was disallowed in the last year.

V. Mr. Sunil Dutta has the following investments in the previous year ended on 31st March, 2010 :

- (i) Rs. 35,000, 12% Punjab Govt. Securities.
- (ii) Rs. 65,000, 10% Tax free commercial securities.
- (iii) Rs. 14,400 received as interest on Tax Free Public Ltd. company securities.
- (iv) Rs. 4,500 received as interest on Haryana Govt. Securities.
- (v) Rs. 4,200 received as interest on tax-free company's securities (listed).
- (vi) Rs. 40,000, 12.5% securities of Paper Mill Company.
- (vii) Rs. 42,000, 12% securities of Cotton Textile Company.
- (viii) Rs. 15,000, 8% National Saving Certificates purchased on April, 2009 maturing after 6 years.
- (ix) Rs. 50,000 fixed deposits in a bank. Interest accrued @ 8.25% p.a.

For purchasing Paper Mill's Securities, he took a loan of Rs. 25,000 @7% p.a. from his friend on June 1, 2009. The bank charged 1.25% commission on net interest as collection charges.

Besides above, he lives in a rented house paying rent of Rs. 6,000 p.m. He sublets 40% of the portion at a rent of Rs. 4,200 p.m. He has undertaken the liability of paying municipal tax of Rs. 2,200 on the whole house and also the current repairs of the whole house amounting to Rs. 6,000.

Compute Mr. Sunil Dutta's income from other sources for the A.Y. 2010-11.

SECTION-C

Note :- Attempt any two questions. Each question carries 15 marks.

VI. Briefly discuss the functions and powers of Central Board of Direct Taxes, Commission of Income Tax and Income Tax Officers.

VII. What do you understand by Advance Payment of Tax ? Explain briefly the important provisions of the Income Tax Act in this respect.

VIII. Mr. Raj Kumar Rampal working in Punjab National Bank, Ludhiana has furnished the following details of his income for the year ended 31st March, 2010 :

- (a) Salary Rs. 42,000 per month.
- (b) Dearness Allowance @12% of salary.
- (c) Transport Allowance @Rs. 1,800 per month.
- (d) Entertainment allowance @Rs. 1,200 p.m.
- (e) Employer provided him rent free furnished accommodation having fair rental value of Rs. 45,000 p.a. Cost of furniture provided for 8 months Rs. 25,000. Population of Ludhiana is 12 Lakh.

- (f) Contribution to RPF @14% by employer and employee.
 - (g) Interest received from tax free commercial securities Rs. 8,000.
 - (h) Income from units of Mutual funds Rs. 12,000.
 - (i) Interest from Fixed Deposits Rs. 10,000.
 - (j) He sold his residential house on 20th August, 2009 for Rs. 2,85,000 which he had purchased in 1972. The FMV of the house as on 1-4-1981 was Rs. 32,000.
 - (k) Donation to P.M. National Relief Fund Rs. 10,000.
 - (l) Donation to Municipal Corporation for promoting family planning Rs. 12,000.
 - (m) Donation to approved charitable institutions Rs. 22,000.
 - (n) Payment of LIP Rs. 10,000.
 - (o) Paid Rs. 28,000 as medical insurance premium of his dependent father.
 - (p) Paid Rs. 5,000 to approved scientific research institution.
- Compute total income of Mr. Raj Kumar Rampal for the A.Y. 2010-11.

IX. Sh. Manohar Lal has the following assets and liabilities on the valuation date :

	Rs. (in Lakh)
(a) Two residential houses self occupied valued at Rs. 28 Lakh and Rs. 35 Lakh	63.0
(b) Farm house - situated 30 km away from local limits	18.0

	Rs. (in Lakh)
(c) Cars - For personal use	
For Wife	2.25
For Children	3.80
(d) Bullion	2.95
(e) Silver Utensils	18.00
(f) Boat (Not used for commercial purposes)	12.00
(g) Land purchased in the city last year to start industrial undertaking but undertaking has not been started so far	1.25
(h) Shares of companies	2.75
(i) Share in H.U.F. property	10.75
(j) His minor son received a gold watch last year from his uncle	12.75
(k) Gift of jewellery to daughter in law	.50
(l) Stock in trade - Residential building	7.25
(m) Cash in hand	50.00
(n) Air craft for personal use	2.70
(o) Jewellery	25.00
(p) He took a loan to purchase farm house by mortgaging his residential house	7.25
(q) Loan taken to purchase the aircraft	4.00
	6.00

Compute the Net Wealth and Wealth tax liability of Sh. Manohar Lal.

(i) Printed Pages : 2 Roll No.

(ii) Questions : 14 Sub. Code :

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Exam. Code :

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B.Com-3rd Year

2041

INDIAN ECONOMY

Paper : IV

Time Allowed : Three Hours] [Maximum Marks : 80

Note:- (i) Attempt four questions from Section A. Each question carries 5 marks.

(ii) Attempt two questions each from Section B and C respectively. Each question carries 15 marks.

SECTION-A

Note :- Attempt any four questions :

1. Explain relationship between the changes in occupational structure and economic development in India.
2. Why population growth rate remains high in India, despite its significant slow down in many advanced countries of the world ?
3. Highlight shortcomings of agricultural finance in India.
4. What is the significance of agriculture price policy in Indian Context ?
5. Point out the main challenges faced by small scale industries in India.

0824/HRS-16202

[Turn over

6. Assess the relevance of planning in the present liberalized economic regime in India. 4×5=20

SECTION-B

1. Give an account of key factors to which you may attribute the growth and development of Indian economy. 15
2. Identify factors behind persistent inter-regional variations in national income in India. Suggest remedies. 15
3. Economic development will remain a distant dream without population control in India. Discuss. 15
4. Discuss relevant issues and main challenges faced by Indian agriculture in the liberalized policy framework. 15

SECTION-C

1. In what manner new industrial policy implemented since 1991 is different from its earlier counterparts? Point out its deficiencies. 15
2. Discuss growth and major problems of surface transport in India. 15
3. Examine fiscal policy in India vis-a-vis rapid growth of Indian economy. 15
4. Discuss effects of liberalised foreign trade policy regime prevalent since 1991 on balance of payment situation in India. 15

(i) Printed Pages : 2 Roll No.

(ii) Questions : 9 Sub. Code :

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Exam. Code :

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B.Com-3rd Year

2041

ENTREPRENEURSHIP AND SMALL BUSINESS

Paper : V

Time Allowed : Three Hours] [Maximum Marks : 80

Note:- Section A : Attempt any four questions out of six. Section B and Section C contain four questions each. Attempt any two from each. Each question of Section A carries 5 marks and each question of Section B and C carries 15 marks.

SECTION-A

Note :- Attempt any four questions. Each question carries 5 marks :

- I. Explain the following :
- (1) Qualities of an Entrepreneur
 - (2) Innovation and Entrepreneurship
 - (3) Entrepreneurial Development Programmes
 - (4) Diversification
 - (5) SSI Exemptions
 - (6) Working Capital. 5×4

SECTION-B

Note :- Attempt any two questions :

- II. Write a note on the emergence of entrepreneurial class including women entrepreneurs.

0825/HRS-16203

[Turn over

- III. Explain briefly the theories of Entrepreneurship.
- IV. What is the role of government in organizing EDP's ? Discuss the relevance and achievements of EDP's.
- V. What is the role of Socio-economic environment in affecting the entrepreneurial behaviour and motivation ? 15x2

SECTION-C

Note :- Attempt any **two** questions :

- VI. Explain the national policies for the development of Small business
- VII. Discuss the Contribution of Commercial banks in facilitating Small business.
- VIII. Discuss the basic requirements regarding registration of a SSI Unit
What are the exemptions available to them ?
- IX. Explain the role of Small business in the national economy. 15x2

(i) Printed Pages : 2

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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B.Com. -3rd Year

2041

ORGANIZATIONAL BEHAVIOUR

Paper : VI Opt.(iii)

Time Allowed : Three Hours]

[Maximum Marks : 80

Note:—Attempt four questions from Section A and two questions each from Section B and C.

SECTION-A

- I. Differentiate between classical and neo-classical theories of organizations.
- II. Process of communication and barriers to effective communication.
- III. Role of power and politics in organizations.
- IV. Determinants of personality.
- V. Types of Leadership, Transactional Vs Transformational.
- VI. Steps in the OD process.

SECTION-B

- VII. The tall organizations are giving way to flat organizations. Why? Discuss its importance in today's dynamic business environment.

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0828/HRS-16206

[Turn over

VIII. What is Individual Behaviour ? What is the role of values and attitudes in determining organizational success.

IX. (a) Define Perception. Outline its process and principles.

(b) What are the limitation to Perception ?

X. (a) Define Learning and outline its process.

(b) What are the different learning theories, explain with examples ?

SECTION-C

XI. What is Organization Development ? Discuss the various OD techniques to enhance organizational effectiveness.

XII. (a) What is organizational climate ? What are the factors determining O.C. ?

(b) What can be done to develop a sound organization climate ?

XIII. What is organizational conflict ? What are its causes and how can it be managed ?

XIV. What do you understand by Transactional Analysis ? What is its role and importance in reducing stress and conflict in organization ? Discuss in detail.