

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

B.Com(Hons) (Sem.-1)

BUSINESS ORGANIZATION AND MANAGEMENT

Subject Code : BCOM 101-18

M.Code : 75090

Date of Examination: 14-12-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write a note on :

- a) How do you define the term management?
- b) What is quantitative approach of management?
- c) What are the responsibilities of first line managers?
- d) Define social responsibilities.
- e) Difference between policy and strategy.
- f) Define planning process.
- g) What is the process of MBO?
- h) What is staffing?
- i) How do you define skill?
- j) Describe forecasting.



SECTION-B

UNIT-I

2. Compare and contrast Systems approach and contingency approach.
3. Discuss the various forms of Organisation.

UNIT-II

4. "Decision making is the primary task of management." Discuss this statement and explain the process of decision making.
5. What is Ethic? Describe the issues and ethical dilemma.

UNIT-III

6. What is meant by Delegation of Authority? What is over delegation & under delegation?
7. What is Organisational Structure? Explain the functions of Organisation Structure. What is the importance of the organisation?

UNIT-IV

8. What are Herzberg's hygiene and motivational factors? How can managers use them to motivate workers?
9. Describe the nature of control and state its various elements. Why is control needed in management?

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Roll No.

Total No. of Pages : 01

Total No. of Questions : 05

B.Voc.(Beauty Therapy and Aesthetics)/BA(J&MC)/ BBA/ BBA(SIM)/
B.Com. Hons./ BCA/BHMCT/ B.Sc.(Honours)/ B.Sc.(Nutrition & Dietetics)/
B.Sc.(AI&ML)/B.Sc. Biotechnology/B.Sc.(FD) /B.Sc.(Graphics & Web
Designing) B.Sc.(IT)/ B.Sc.(MLS)/ BTM (Sem.- 1)

ENGLISH

Subject Code : BTHU103-18

M.Code : 75085

Date of Examination: 01-01-2024

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. All questions are **COMPULSORY**.
2. Q1, Q2 and Q3 carry **TEN** marks each.
3. Q4 and Q5 carry **FIFTEEN** marks each.

1. Elaborate theory of communication.
2. Differentiate in detail between personal and business communication.
3. **Read the following passage carefully and answer the questions that follow :**

Certain people consciously or unconsciously cherish the desire that some part of their work and of their accomplishment will outlive their own individual life. The influence which they have exercised on the world in which they lived, the concern which they have built up, the books which they have written, the work they have laid as a part of some scientific edifice, whose completion they themselves will not live to see all such things inspire the people that some aspect of themselves will outlast their own personal existence, the artist bequeaths his pictures, the scholar his contribution of knowledge while poets and composers are primarily concerned that posterity shall take pleasure in their creations. Statesmen envisage that particular agreement in whose development they themselves had played a crucial part will preserve their names for future generations. People are not unconcerned for their posthumous reputation. An old person is distinctly preoccupied with this question and keeps a zealous watch to ensure that his achievement is properly quoted and recorded.

- a) What do certain people cherish about?
 - b) What does a statesman envisage?
 - c) What do old people do?
 - d) Use "edifice" and "bequeaths" in your own sentences.
 - e) Give main idea of the passage.
4. Write a letter to your friend about how to prevent youth from addiction to drugs. Discuss specifically what steps the society can take.
5. Draft a report on environmental pollution and how can we save the environment.

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B.Com(Hons) (Sem.-1)

MANAGERIAL ECONOMICS

Subject Code : BCOMGE-101-18

M.Code : 75092

Date of Examination : 17-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly :

- a) Define Managerial Economics
- b) Giffen goods
- c) Income elasticity of demand
- d) Sunk cost
- e) Iso quant curves
- f) Price discrimination
- g) Marginal cost
- h) Discriminating monopoly
- i) Cartel
- j) Imperfect competition

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SECTION-B

UNIT-I

2. What other disciplines are related to managerial economics?
3. Elaborate the concept and use of Law of Demand. Examine the role played by demand function in managerial decision making.

UNIT-II

4. What are the assumptions and properties of indifference curve?
5. Discuss Cob Douglas function and its relevance in current times.

UNIT-III

6. Why long run average cost curve is known as envelope curve? Elaborate.
7. Elaborate the role of related goods while discussing cross elasticity of demand

UNIT-IV

8. What do you mean by market structure? Discuss perfect competition.
9. Discuss sticky prices and pricing determination in non-Collusive oligopoly.

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Total No. of Questions : 09

Total No. of Pages : 02

B.Com(Hons) (Sem-1)

MANAGERIAL ECONOMICS

Subject Code : BCOMGE101-18

M.Code : 75092

Date of Examination : 21-06-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly :
- a) Opportunity cost principle.
 - b) Managerial Economics.
 - c) Demand function.
 - d) Indifference Curve.
 - e) Productivity.
 - f) Relationship between AR and MR.
 - g) Cost Function.
 - h) Difference between perfect and pure market competition.
 - i) Monopolistic Competition
 - j) Advertisement Costs.



SECTION-B

UNIT-I

2. "Managerial Economics is interdisciplinary in nature." Discuss the statement in detail keeping in view the various disciplines and their usage in economics.
3. What is elasticity of demand? Discuss the various degrees of elasticity of demand.

UNIT-II

4. Discuss Indifference curve in detail along with its assumptions. What role does it play in consumer analysis?
5. What is Production function? Discuss the production function with one variable input in detail.

UNIT-III

6. Define cost. Discuss the various short run costs curves in detail.
7. Define Revenue. Discuss the various revenue curves in different market situations.

UNIT-IV

8. What is a Market? Discuss the equilibrium of firm and industry under perfect competition.
9. Discuss the various pricing practices in detail.

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B.Com(Hons) (Sem.-1)
MANAGERIAL ECONOMICS

Subject Code : BCOMGE-101-18

M.Code : 75092

Date of Examination : 23-12-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly :

- a) Write the Role of Managerial Economics in decision making.
- b) What do you mean by Demand Forecasting?
- c) Write about Production Possibility Curve.
- d) Explain the concept of productivity and technology.
- e) Write the importance of Indifference Curve.
- f) Write the statement of Modern Theory of Cost.
- g) Explain the different types of Revenue.
- h) What do you mean by Non-Collusive Oligopoly?
- i) What do you mean by Market Structure?
- j) Define Pricing Practices.



SECTION-B

UNIT-I

2. Express the meaning of Managerial Economics? Discuss its nature, scope and relationship with other disciplines.
3. Define Demand and demand function. Explain the determinants of demand.

UNIT-II

4. What do you mean by Indifference Curve? How the Consumer's Equilibrium is determined with the help of Indifference Curve?
5. What is an Isoquant? Explain the properties of Isoquant with the help of diagrams.

UNIT-III

6. Explain the relationship between Average Cost and Marginal Cost with the help of tables and diagrams. Why Average Cost curve is U-Shaped?
7. Distinguish the relationship between AR, MR and elasticity of Demand with the help of schedules and diagrams.

UNIT-IV

8. Define Monopolistic Competition. Discuss the price and output determination under Monopolistic Competition in the short run and long run period.
9. What do you mean by Oligopoly? How the price is determined in a Collusive Oligopoly?

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Total No. of Pages : 02

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B.Com(Hons) (Sem.-1)

BUSINESS ORGANIZATION AND MANAGEMENT

Subject Code : BCOM 101-18

M.Code : 75090

Date of Examination: 12-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write a note on :

- a) Staffing.
- b) Administration
- c) MBO
- d) Ethical Dilemma
- e) CSR
- f) Span of control
- g) Delegation of Authority
- h) Strategy formulation
- i) Departmentation
- j) Planning



SECTION-B

UNIT-I

2. Discuss various functions of management in detail.
3. What are the various social responsibility of a manager towards their business?

UNIT-II

4. Discuss various techniques of Decision-making.
5. What do you mean by MBO? Explain various weaknesses along with example.

UNIT-III

6. Difference between centralization and decentralization.
7. "Man an important incurable trouble-maker but forced to co-operate with others". Explain.

UNIT-IV

8. Explain V room's Expectancy model of motivation in detail.
9. Discuss the process and types of control.

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Roll No.

Total No. of Questions : 09

Total No. of Pages : 03

B.Com (Hons) (Sem.-1)

FINANCIAL ACCOUNTING

Subject Code : BCOM-102-18

M.Code : 75091

Date Of Examination : 14-01-2023

Time : 2 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly :

- a) Accounting Cycle
- b) Define Book Keeping
- c) Accounting as an Information System
- d) Define Branches
- e) Patent Royalty
- f) Passage Money
- g) Inter departmental transfers
- h) Capital Loss
- i) Joint Venture
- j) Branch Accounting.



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SECTION-B**UNIT-I**

2. What is Financial Accounting? Explain in detail the nature, objectives and limitations.
3. What is the difference between Capital and Revenue items? Illustrate by giving examples.

UNIT-II

4. Swastik Ltd. forwarded on 1st January, 2015, 100 bicycles to Narinder & Co. of Delhi to be sold on behalf of Swastik Ltd. The cost of one bicycle was ₹ 250 but the invoice price was ₹ 300. Swastik Ltd. incurred ₹ 1000 on freight and insurance and received ₹ 10,000 as advance from Narinder & Co. paid ₹ 200 as octroy and carriage, ₹ 400 as rent and ₹ 300 as insurance and by 30th June, 2015 had disposed of 80 bicycles for ₹ 25,000. Narinder & Co is entitled to commission on sale at 5% on Performa invoice price and 25 % of any surplus price realized. The amount due from them by a bank draft.
5. Define Joint Venture and give its features. Name different methods used to record Joint Venture transactions.

UNIT-III

6. Following details are furnished by a shipping company in connection with voyage no. 45 which was commenced from port A on 1st Feb, 2015. The ship arrived at port D on 31st March, 2015 when the voyage was completed.

2,000 tons and 500 tons were loaded at Port A for port D and C respectively. Another 300 tons were loaded at C for D. The freight charges were:

A TO D ₹ 100 per ton; A to C ₹ 80 per ton; C to D ₹ 50 per ton.

The freight is subject to 10% primage, 5% address commission and 3% brokerage. The freight was issued at ½% The hull was insured for the voyage @1%. Depreciation is provided @ 5 % p.a.

Cost of ship is ₹ 12 lakhs. The expenses at different ports were as under:

	A ₹	B ₹	C ₹	D ₹
Port charges	5,000	1,000	3,000	3000
Coal	18,000	----	4,000	----
Captain's expenses	1,200	800	600	900
Harbour Wages	4,000	—	3,000	2,500

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Stores purchased at commencement amounted to ₹ 8,000. Opening stock of stores was ₹ 5,000 and closing stock is estimated at ₹ 2,000. Stock of coal at close is estimated at X-4,500 as against stock of ₹ 1,500 at the beginning.

Salaries and wages of sailor ₹ etc. amount to ₹ 12,000 per month. Prepare voyage account for the period ending 31st March, 2015.

7. What is Departmental Accounting? Explain the basis of allocation of expenses over various departments.

UNIT-IV

8. What is Branch Accounting? Explain the types of branches in detail.
9. Explain the ways in which branch accounts are maintained.

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Total No. of Questions : 09

Total No. of Pages : 03

B.Com (Hons) (Sem-1)

FINANCIAL ACCOUNTING

Subject Code : BCOM-102-18

M.Code : 75091

Date of Examination : 03-06-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Write Briefly :

- a) Define Accounting ?
- b) Convention of Consistency
- c) Double Entry Framework
- d) Significance of Accounting Equation
- e) Inter departmental transfers
- f) Deferred revenue expenditure
- g) Loss of goods in transit
- h) Royalty
- i) Voyage Accounts
- j) Types of branches.



SECTION-B

UNIT-I

2. What is GAAP? Discuss in detail accounting concepts and conventions with the help of examples.
3. The transactions of a business house in Jan 2006 were as follows :
Jan 5. Bought from A Bros with 10% trade discount, Rs 5000.
Jan 7. Returned goods to A Bros (Gross) Rs 1000.
Jan 10. Sold goods to B Bros. Rs 4000 with 5% trade discount.
Jan 15. B Bros, returned goods (net) Rs 380.
Jan 16. Asked D Bros to dispatch goods worth Rs 3000 gross to C Bros under intimation to us.
Jan 20. D Bros informed us of the dispatch of goods to C Bros and sent us their invoice for Rs 3000 off 20% trade discount.
Jan 25. C Bros returned to us goods invoiced to them at Rs 500 which we in turn returned to D Bros.
Jan 28. Bought goods from F Bros for Rs 2000 and sent them to E Bros with our invoice for Rs 2500.

You are required to record the above transactions in the proper subsidiary books.

UNIT-II

4. P sent a consignment of 200 radios to R costing Rs 200 each but invoice price was cost plus 20%. P paid Rs 2000 for freight and received Rs 20,000 on account from R.
R paid Rs. 1000 as octroi, Rs 1700 as rent and insurance, R sold 160 radios for Rs. 50,000.
R was entitled to a commission at 5% on sale at proforma invoice price and 25% on any surplus price realized. R remitted the account by cheque.
Prepare necessary accounts in books of P.
5. What is a joint venture? Distinguish between joint venture and consignment. Explain its advantages also.

UNIT-III

6. What is Departmental Accounting? Explain the basis of allocation of expenses over various departments.
7. Discuss the accounting treatment in case of complete voyage accounts.

UNIT-IV

8. What are the branch accounts? Explain the causes of difference in balances shown by H.O. and branch.
9. Twist's stores Ltd, Mumbai has a branch at Pune. Goods are invoiced to branch at selling prices being cost + 25%. The branch keeps its own sales ledger and deposits all cash received daily to the credit to Head Office Account opened at the Bank of India, Pune. All expenses are paid by cheque from Mumbai.

From the following details, Prepare a branch account in Head office books and make necessary adjustments there in to arrive at the actual branch profit or loss during the year 2016.

Stock 1.1.2016	75,000	Rent, rates & taxes	24,000
Stock 31.12.2016	90,000	Sundry Expenses	4,800
Sundry Debtors		Cash sales for year	3,24,000
As on 1.1.2006	42,000	Credit Sales 210,000	
As on 31.12.2016	54,000	Cash received from ledger account	1,98,000
Goods received from head office	5,46,000	Wages still owing	2,000
Wages paid	20,400		

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Total No. of Pages : 02

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B.Com. (Hons) (Sem.-1)
FINANCIAL ACCOUNTING

Subject Code : BCOM-102-18

M.Code : 75091

Date of Examination: 21-12-2023

Time : 3 Hrs.

Max. Marks : 60

SECTION-B

UNIT-I

2. What is Accounting? Discuss the basic principles of accounting in detail.
3. What is Trial Balance? How it is prepared? Discuss.

UNIT-II

4. What is a Joint Venture? How would you determine the profits under different methods? Show with examples.
5. Discuss the major features of Consignment Accounts in detail.

UNIT-III

6. Discuss the accounting treatment of complete voyage in detail using hypothetical examples.
7. What are Departmental Accounts? On what basis the expenses of the business are allocated to the different departments? Discuss.

UNIT-IV

8. What are Branch Accounts? Discuss major types of branches in detail.
9. What is Consolidated Profit and Loss Account? How it is prepared? Show with hypothetical example.

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly :

- a) What is GAAP?
- b) What is Balance Sheet?
- c) What is Fixed cost?
- d) Who is Consignee?
- e) What is Cash Flow?
- f) What is Partnership?
- g) What is a Voyage?
- h) What is Dual Aspect Concept?
- i) What is Operating Cost?
- j) What is Unrealised Profit?



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Roll No.

Total No. of Questions : 05

Total No. of Pages : 02

B.Com.(Hons.)/B.Sc.(MLS)/(BT)/(BTMM) (Sem.-1)
/B.Sc.(FD)/BA(JAMC)/BBA/BBA(Business
Economics)/BBA(RD)/(BHMCT)/B.Sc.(IT)/
BCA)/BBA(SIM)/B.Voc.(BeautyTherapy and Aesthetics)/BBA(Event
Management)/B.Sc.(Nutrition & Dietics)/B.Sc. (Graphics & Web
Designing) B.Sc. (AIML)/ B.Sc. (EVS)

ENGLISH

Subject Code : BTHU-103-18

M.Code : 75085

Date of Examination : 19-01-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. All questions are **COMPULSORY**.
2. Q1, Q2 and Q3 carry **TEN** marks each.
3. Q4 and Q5 carry **FIFTEEN** marks each

1. Differentiate between Intra-personal, Inter-personal and Group Communication.
2. Explain barriers to communication.
3. Read the following passage carefully and answer the questions that follow :

There are good reasons why the 'Heart of Asia' conference, part of a 14-nation process begun in 2011 to facilitate the development and security of Afghanistan, is so named. The obvious one is geographical, as Afghanistan lies at the junction of Central, South and East Asia, and also of the ancient trading routes from China and India to Europe. Today it is also a focal point for the region's biggest challenge of terrorism; some of the far-reaching battles against al-Qaeda, Islamic State, etc. will be decided on the battlegrounds of Afghanistan. For India, putting terror centre stage at the Heart of Asia declaration in Amritsar was thus timely and necessary. In tandem, Afghan President Ashraf Ghani and Prime Minister Narendra Modi focussed their concerns on cross-border terrorism emanating from Pakistan, something even Pakistan's traditional allies at the conference, including China, Saudi Arabia, the UAE and Turkey, found difficult to counter. The case Mr. Ghani made was clear: progress and development in Afghanistan are meaningless and unsustainable without peace, and peace is contingent on Pakistan ending support to terror groups such the Haqqani network and Lashkar-e-Taiba. He dared Pakistan to use its proposed development grant to - Afghanistan, to fight terror on its own soil. However, if every window for engagement with Pakistan is closed for India and Afghanistan, the two countries must closely consider what their next step will be. A lack of engagement

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may, in the short term, yield some pressure on Pakistan's leadership to act, as it did briefly after the Pathankot attack. But in the long run it may deplete the two countries of their limited leverage as Pakistan's neighbours. It may, for all the affirmations of mutual ties, also succeed in driving more obstacles to trade between India and Afghanistan/ In the past year, the cornering of Pakistan by its South Asian neighbours has only yielded deeper ties for Islamabad with Beijing and Moscow, pushed Kabul closer to Central Asia, and moved New Delhi towards multilateral groupings to the east and south. As a result, the measures India and Afghanistan have envisaged in order to avoid Pakistan, such as land trade from the Chabahar port and a dedicated air corridor between Delhi and Kabul, may prove to be insufficient by the time they are put in place, even as Afghanistan is connected more closely via a rail line from China's Yiwu and Tehran. The Heart of Asia process thus remains critical to forging cooperation to realise Afghanistan's potential to be a vibrant Asian "hub".

Questions:

- a. What according to the author was the initial agenda for the 'Heart of Asia' conference?
- b. What is mandatory for sustainable development and to attain peace in Afghanistan?
- c. In the given passage, why Afghanistan is being considered as the 'focal point' of terrorism?
- d. What may prove insufficient?
- e. What is the theme of this passage?
4. Write a letter to your friend about the increasing road accidents and measures to reduce these.
5. Write a detailed analysis of any book that you have recently read.

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