

Total No. of Questions : 5]

SEAT No. :

P472

[Total No. of Pages : 2

[5063] - 101

F.Y. B.Com.

COMPULSORY ENGLISH

(2013 Pattern)

**Textbook: A Pathway to Success**

**Edited by: Ashok Chaskar**

**Anand Kulkarni**

**Vijay Madge**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** Attempt any ONE from (A) and ONE from (B) in about 150 words each:[16]

- A) i) Comment on the relation between Kalam and his father in 'The Power of Prayer'.
- ii) What is the importance of water conservation and utilization according to C.V. Raman? Describe the methods suggested by him.
- B) i) What are the adverse effects of advertising on the mind and life of the young according to Wouk?
- ii) How did Datta go about his plan of repairing the damaged frame?

**Q2)** Attempt any ONE from (A) and ONE from (B) in about 150 words each:[16]

- A) i) Why did Ivan Dmitritch and his wife grow resentful towards each other as the story progresses?
- ii) How does Derozio describe the present condition of the harp?
- B) i) What does a person feel when he/she gives away a pound note as described in 'Money-Madness'?
- ii) Write a ten line dialogue on the following situation:  
A politician meets a young voter at a rally

**P.T.O.**

**Q3)** Attempt any ONE from (A) and ONE from (B) in about 150 words each: [16]

- A) i) Explain how Indra Nooyi spearheaded vital and dramatic changes to the policies of the company she heads.  
ii) What prospects has globalization driven by technology brought to India according to Murthy?
- B) i) Comment on the attitude of the writer in 'Toasted English'.  
ii) How does Murthy express his views against socialism?

**Q4)** Attempt any ONE from (A) and ONE from (B) in about 150 words each: [16]

- A) i) Describe the relationship between Kamala and Gopalam in the story, 'The Woodrose'.  
ii) Why does Rakesh's father want to die?
- B) i) Why does the narrator decide to move on despite the beauty of the woods in 'Stopping by Woods on a Snowy Evening'?  
ii) Discuss the significance of prayer in the poem, 'The Soul's Prayer'.

**Q5)** A) Attempt any One out of the following: [8]

- i) Write a letter to your friend apologizing him for not attending his birthday party.  
ii) Write a brief newspaper report of two short paragraphs on the following headline:

A book Exhibition inaugurated

B) Attempt any One of the following: [8]

- i) There is a vacancy in Aurobindo Pharma Pvt. Ltd. Mumbai for a Branch Executive in their Pune Unit. Write your resume for the post.  
ii) Write an email letter to the Regional Manager, State Bank of India, Nashik Branch informing him about the non- functioning ATM in your area.



Total No. of Questions : 4]

SEAT No. :

P473

[Total No. of Pages : 7

[5063] - 102

F.Y. B.Com.

FINANCIAL ACCOUNTING

(2013 Pattern)

*Time :3Hours]*

*[Max. Marks :80*

*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 from the brackets (any five) **[5]**

- i) Minimum rent is also called as \_\_\_\_\_ rent.  
(Dead, Optimum, Down Payment)
- ii) Accounting standard \_\_\_\_\_ relates to disclosure of Accounting Policies.  
(Two, One, Four)
- iii) Maximum Loss is also called as \_\_\_\_\_ Loss.  
(Real, Total, Notional)
- iv) Reserve Fund is distributed among the partners in their \_\_\_\_\_ ratio.  
(Capital, Profit sharing, Gaining)
- v) The amount paid on the date of agreement of hire purchase is called as \_\_\_\_\_.  
(Cash price, Instalment, Down Payment)
- vi) Discount received is to be apportioned between the departments in \_\_\_\_\_ Ratio.  
(Purchase, Time, Sales)
- vii) A basic objective of amalgamation of firms to maximise \_\_\_\_\_.  
(Profit, Loss, Cash)

**P.T.O.**

- B) State whether the following statements are true or false (any five) [5]
- In conversion of a firm, a partner's loan is not to be transferred to realisation account.
  - Labour welfare expenses are more suitably be apportioned on the basis of employee numbers.
  - Accounting Standard 4 (AS-4) stands for valuation of inventories.
  - The hire purchase transactions are regulated by the hire purchase Act 1972.
  - Short workings = Minimum Rent Plus (+) Royalty payable.
  - On amalgamation the total capital of new firm is adjusted in their new profit sharing ratio.
  - Under Maximum Loss Method, maximum loss is distributed among the partners in their capital ratio.
- C) Write short notes (Any Two) [14]
- Objectives of Amalgamation.
  - Methods of purchase consideration.
  - Accounting standard - 2 - valuation of inventories.
  - Instalment system.

**Q2)** X, Y and Z were in partnership sharing profits and losses in the ratio of  $\frac{1}{2} : \frac{1}{3} : \frac{1}{6}$  respectively. Their Balance Sheet as on 31<sup>st</sup> March, 2014 was as follows: [14]

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

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Capital Accounts		Goodwill	16,000
X	24,000	Building	10,000
Y	26,000	Bills Receivable	500
Z	18,000	Furniture	2,000
Bank Loan	8,000	Stock	30,400
General Reserve	12,000	Sundry Debtors	27,100
		Cash	2,000
Total	88,000	Total	88,000

The partners agreed to dissolve the firm. It was decided that cash should be distributed as and when realised. Dissolution expenses were originally provided for an estimated amount of Rs.6,000/-, but actual expenses amounted to Rs.1000/- spent on 31<sup>st</sup> March, 2014. The assets were realised gradually as follows:

Date	Book value (Rs.)	Market value (Rs.)
31 <sup>st</sup> January, 2014	11,000	9,000
25 <sup>th</sup> February, 2014	29,000	24,200
31 <sup>st</sup> March, 2014	30,000	23,800

- Prepare- i) Statement showing surplus capital.  
ii) Statement showing piecemeal distribution of cash.

OR

Following were the Balance sheet of two firms P&Q and R&S as on 31<sup>st</sup> March, 2014.

Balance Sheets as on 31<sup>st</sup> March, 2014

Liabilities	P&Q	R&S	Assets	P&Q	R&S
Capital accounts			Building	40,000	-
P	50,000	-	Plant & Machinery	50,000	35,000
Q	50,000	-	Fixtures & Patterns	10,000	7,000
R	-	27,000	Furniture	6,000	10,000
S	-	27,000	Debtors	30,000	25,000
Creditors	60,000	30,000	Stock	44,000	21,000
Bills Payables	21,000	18,000	Cash at Bank	1,000	4,000
Total	1,81,000	1,02,000	Total	1,81,000	1,02,000

P&Q were sharing profits and losses in the ratio of 3:1 and R&S were sharing equally. The two firms were amalgamated on that date and assets and liabilities were revalued as follows:

- Building was appreciated by 20% but Plant & Machinery of both the firms were to be depreciated by 10%.
- Fixtures and Patterns of P&Q were revalued at Rs. 8,000 and that of R&S at Rs. 10000.
- 5% Reserve for doubtful debt is to provided on debtors of both the firms.
- Reserve 2% for discount on creditors of both the firms.
- Furnitures of both the firms were taken at 5% depreciation.
- Other assets and liabilities were taken at book value.

Prepare revaluation account, partner's capital accounts in the books of old partnership firms and balance sheet of new amalgamated firm.

- Q3) A)** A,B and C who are partners in the firm sharing profits and losses in the ratio of 2:2:1 respectively, decided to convert their firm into X Ltd. The Balance sheet of their firm on the date of the conversion shows the following position. **[8]**

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

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Capital Accounts		Building	15,000
A	15,000	Plant & Machinery	9,000
B	14,000	Motor Van	6,000
C	8,500	Furniture	1,250
Sundry Creditors	12,000	Stock	2,350
Bills Payable	750	Sundry Debtors	13,000
General Reserve	3,000	Investments	3,000
		Cash at Bank	3,650
<b>Total</b>	<b>53,250</b>	<b>Total</b>	<b>53,250</b>

X Ltd. agreed to take over the following assets at values shown below.

	Rs.
Building	16,000
Plant and Machinery	8,250
Furniture	1,000
Stock	3,900
Goodwill	2,000

Sundry debtors subject to 5% R.D.D.

The company has also agreed to take over sundry creditors at Rs. 11,000/-.The purchase consideration was paid by the company by issuing sufficient number of shares of Rs. 100 each fully paid at par. The firm sold Investments for Rs. 4000/- and paid Bills payable fully. The Motor Van was taken over by 'A' at book value. The firm paid realisation expenses of Rs.400/-

- Prepare - i) Realisation Account  
ii) Partners Capital Account

- B) From the following Trial Balance as on 31<sup>st</sup> March, 2014 of Rajaram Departmental stores, Mumbai, prepare Departmental Trading Account, Profit and Loss Account for the year ended 31<sup>st</sup> March, 2014 and a Balance sheet as on that date. [14]

Trial Balance as on 31<sup>st</sup> March, 2014

Particulars	Debit Amount Rs.	Credit Amount Rs.
<u>Stock on 1st April 2013</u>		
Dept. X	30,000	-
Dept. Y	24,000	-
<u>Purchases</u>		
Dept. X	56,000	-
Dept. Y	48,000	-
<u>Sales</u>		
Dept. X	-	1,20,000
Dept. Y	-	1,00,000
<u>Wages</u>		
Dept. X	15,000	-
Dept. Y	5,000	-
Rent, Rates, Taxes and Insurance	18,000	-
Sundry Expenses	6,000	-
Salaries	6,000	-
Lighting and Heating	3,600	-
Discount Allowed	4,400	-
Discount Received	-	2,600
Advertising	7,200	-
Carriage Inward	4,200	-
Furniture	6,000	-
Machinery	40,000	-
Debtors	12,000	-
Creditors	-	32,000
Capital	-	61,800
Drawings Account	8,000	-
Cash at Bank	20,000	-
Cash in Hand	3,000	-
<b>Total</b>	<b>3,16,400</b>	<b>3,16,400</b>

The following information is also provided-

- i) Dept. 'X' transferred goods to Dept 'Y' for Rs. 800
- ii) Rent, Rates, Taxes and Insurance, Sundry Expenses, Lighting and Heating, Salaries and Carriage Inward to be apportioned  $\frac{2}{3}$  to Dept.'X' and  $\frac{1}{3}$  to Dept. 'Y'.
- iii) Advertising to be apportioned equally.
- iv) Discount Allowed and Discount Received are apportioned on the basis of departmental sales and purchases (excluding transfers)
- v) Stock an on 31-3-2014 – Dept. X – Rs. 33000  
Dept. Y – Rs. 24000
- vi) Depreciation at 10% p.a. on Furniture and Machinery is to be charged  $\frac{3}{4}$  to Dept. 'X' and  $\frac{1}{4}$  to Dept. 'Y'.

**Q4)** 'X' Ltd. took from 'Y' Ltd. a lease coal field for a period of 10 years from 1<sup>st</sup> January, 2011. The said lease provided for the payment of Royalties of 'Y' Ltd. at Rs. 0.50 per tonne with a minimum rent of Rs.8000/- p.a.

Each years excess of a minimum rent over the actual royalties were recoverable during the subsequent two years. The lease, however, stipulated that if any year the normal rent was not attained due to accident, the minimum rent was to be reduced proportionately according to the length of stoppage. The output was as follows:

Year	Output (Tonnes)
2011	7,000
2012	14,000
2013	20,000
2014	12,000

During the year 2014 there was a stoppage of work due to accident lasting for three months. Pass the necessary Journal Entries in the books of 'X' Ltd. for four years. [20]



OR

Ganesh purchased machinery from Raj Ltd. on hire purchase system on 1<sup>st</sup> April, 2011, paying Rs. 10,000 on signing the contract and agreed to pay the remaining balance in three instalments of Rs. 20,000 each payable annually on 31<sup>st</sup> March, with a cash price of the machinery at Rs. 60,000. Raj Ltd. charged interest at 10% p.a. Ganesh charged depreciation on machinery at 10% p.a. on straight line method.

Prepare machinery account, Raj Ltd. Account, Interest Account and Depreciation Account for three years in the books of Ganesh.



Total No. of Questions : 5]

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P474

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F.Y. B.Com.

**BUSINESS ECONOMICS (Micro)**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** Define Business Economics. Explain the nature and scope of Business Economics. **[16]**

**Q2)** What is Elasticity of demand? State Price Elasticity, Income elasticity and Cross elasticity of demand. **[16]**

OR

Explain the law of variable proportions.

**Q3)** Answer in brief.

- a) State the Innovation theory of profit. **[8]**
- b) State the features of monopolistic competition. **[8]**

OR

Answer in brief.

- a) Explain the concept of Total revenue, Average revenue and Marginal revenue.
- b) State the features of oligopoly.

**P.T.O.**

**Q4)** Explain the Ricardian theory of Rent.

**[16]**

**Q5)** Write short notes : (Any Two)

**[16]**

- a) Backward sloping supply curve
- b) Importance of collective bargaining.
- c) Features of perfect competition.
- d) Price Discrimination



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F.Y. B.Com.

BUSINESS ECONOMICS (Micro)

(2013 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गूण : 80

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.  
3) आवश्यक असेल तेथे सुबक आकृत्या काढा.

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प्रश्न 1) व्यवसायीक अर्थशास्त्राची व्याख्या करा. व्यावसायीक अर्थशास्त्राचे स्वरूप आणि व्याप्ती स्पष्ट करा. [16]

प्रश्न 2) मागणीची लवचिकता म्हणजे काय? मागणीची किंमत लवचिकता, उत्पन्न लवचिकता आणि छेदक लवचिकता सांगा. [16]

किंवा

बदलल्या प्रमाणाचा नियम स्पष्ट करा.

प्रश्न 3) थोडक्यात उत्तरे लिहा.

अ) नफ्याचा नवोन्मेब सिध्दांत सांगा. [8]

ब) मक्तेदारीमुक्त स्पर्धेची वैशिष्ट्ये सांगा. [8]

किंवा

थोडक्यात उत्तरे लिहा.

अ) एकूण प्राप्ती, सरासरी प्राप्ती, आणि सिमांत प्राप्ती संकल्पना स्पष्ट करा.

ब) अल्पविक्रेताधिकाराची वैशिष्ट्ये सांगा.

प्रश्न 4) रिकार्डोंचा खंड सिध्दांत स्पष्ट करा.

[16]

प्रश्न 5) टिपा लिहा (कोणतेही दोन)

[16]

- अ) श्रमाचा मागे झुकणारा पुरवठा वक्र
- ब) सामुहिक सौदाशक्तीचे महत्व
- क) पूर्णस्पर्धेची वैशिष्ट्ये
- ड) मूल्यभेद



Total No. of Questions : 7]

SEAT No. :

P475

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F.Y. B.Com.

**BUSINESS MATHEMATICS AND STATISTICS**

**(2013 Pattern)**

*Time :3 Hour]*

*[Max. Marks :80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Use of logarithmic tables and calculator is allowed.*
- 4) *Both the sections should be writtern in the same answer - book.*

**SECTION - I**

**Q1) A)** Answer the following multiple choice questions by selecting correct option from the given options: (Any four). **[4]**

- i) 30 % of \_\_\_\_\_ is 300.
  - a) 1200
  - b) 1500
  - c) 1000
  - d) None of these
- ii) The fourth proportion to 6,8, 15 is \_\_\_\_\_.
  - a) 25
  - b) 20
  - c) 18
  - d) None of these
- iii) H.C.F. of 32 and 48 is \_\_\_\_\_.
  - a) 12
  - b) 8
  - c) 16
  - d) None of these
- iv) If  $x = a^4 \times a^3$  then  $x^3 =$  \_\_\_\_\_.
  - a)  $a^{12}$
  - b)  $a^7$
  - c)  $a^{21}$
  - d) None of these
- v) Find  $\frac{3}{5} + \frac{2}{3} - \frac{1}{3} =$  \_\_\_\_\_.
  - a)  $\frac{19}{15}$
  - b)  $\frac{38}{30}$
  - c)  $\frac{23}{30}$
  - d) None of these

**P.T.O.**

- vi) The ages of three persons is in the ratio of 2: 5: 3. If the age of second person is 50 years, what is the age of others?
- a) 15 : 50 : 45                      b) 20 : 50 : 30  
 c) 10 : 50 : 30                      d) None of these
- B) Answer the following multiple choice questions by selecting correct option from the given options : (any two). **[4]**
- i) LCM. of 75, 21, 54 is \_\_\_\_\_.
- a) 9450                                      b) 9540  
 c) 5940                                      d) None of these
- ii) 'A' and 'B' started a business investing Rs 9000 and Rs. 8000 respectively. If at the end of the year they earn a profit of Rs.5100, then what will be the share of 'A' in the profit?
- a) 2400                                      b) 1700  
 c) 2700                                      d) None of these
- iii) A fruitseller had some mangoes. He sells 60% of that and still has 280 mangoes. How many mangoes originally he had?
- a) 700                                        b) 420  
 c) 800                                        d) None of these

**Q2) Attempt any two of the following. **[8]****

- a) Find the simple Interest on Rs. 40,000 at 12% p.a. for 4 years.
- b) Investment in which share is more profitable? 20% at Rs. 180 or 25% at Rs. 250. (Face value = 100Rs.)
- c) Find the compound Interest on Rs.30000 at 10% p.a for 2 years, if compounded half yearly?

**Q3) Attempt any four of the following: **[16]****

- a) Define the term 'statistics'. Explain the scope of statistics.
- b) Define the terms 'population' and 'sample'.
- c) Calculate median for the following data.

Expenditure (Rs)	15-20	20-25	25-30	30-35	35-40
No of Persons	15	27	30	28	20

- d) The monthly income (in Rs) of 7 families in a are as follows.

1200, 1000, 1100, 1250, 950, 1100, 1350

Calculate mean and median.

- e) Following is a frequency distribution of sale of companies. Draw histogram and find the mode graphically.

Sale (000 Rs)	20-40	40-60	60-80	80-100	100-120
Name of Companies	5	18	20	12	05

- f) The frequency distribution of marks obtained by 100 students in F. Y. B. Com. is given below.

Marks obtained	0-9	10-19	20-29	30-39	40-49	50-59
No of student	10	15	28	20	16	11

Answer the following questions-

- State the type of classification.
- Find the class mark of 3<sup>rd</sup> class.
- State the class boundaries of 4<sup>th</sup> class.
- Find the class width of any class.

### SECTION - II

**Q4)** Attempt any three of the following. **[12]**

- The cost price of a T.V. set is Rs.45,000, for how much should it be marked, so as to earn 25% profit after allowing 10% trade discount.
- A manufacturer produces bicycles and tricycles each of which must be produced through two machines 'M<sub>1</sub>' & 'M<sub>2</sub>' machine 'M<sub>1</sub>' has maximum of 120 hours available and machine M<sub>2</sub> has a maximum of 180 hours available per week. Manufacturing of a bicycle requires 4 hours on machine M<sub>1</sub> & 10 hours on machine M<sub>2</sub>. While tricycle requires 6 hours on machine M<sub>1</sub> & 3 hours on machine M<sub>2</sub>. The profits are 650Rs. for a bicycle and Rs.450 for a tricycle. Formulate L.P.P. to have a maximum profit.
- An agent was paid Rs. 30,000 as commissions on the sale of vehicles. If the rate of commission was 10% and price of each vehicle is Rs. 15000, find how much vehicles did he sell.
- Explain the concepts of cash Discount and trade Discount.



**Q5)** Attempt any three of the following. **[12]**

- a) Mr. Arjun purchased 30 articles at a price of Rs.150 each. He paid Rs.500 as transportation cost. He sold each of the articles for Rs.230. Find the percentage of profit.
- b) Solve the following L.P.P. by graphical method.  
 Maximise  $Z = x + y$   
 s.t.  $x + 2y \leq 8$   
 $4x + 4y \geq 16$   
 $x, y \geq 0$
- c) A builder when sells a flat for Rs. 3,29,000, incurs a loss of 6% Find the cost of a flat.
- d) Define the terms used in linear programming problems.  
 i) Decision variables      ii) Objective functions

**Q6)** Attempt any four of the following. **[16]**

- a) Calculate price Index number using laspeyre's paasche's and fisher's method.

Commodity	1995		2005	
	Price	Quantity	price	Quantity
A	2	8	4	7
B	4	14	5	10
C	5	10	6	4
D	2	19	3	13

- b) Calculate range and coefficient of range of the following data.  
 52,45,60,53,48,65,42,45,60
- c) Ranks obtained by 8 students in English & Mathematics are given below. Compute spearman's rank correlation co-efficient.

Ranks in English	8	5	3	1	2	6	4	7
Ranks in maths	7	6	2	4	5	8	1	3

- d) Following table shows profits (in lakh Rs.) of 100 companies

Profit	10-20	20-30	30-40	40-50	50-60
Noof companies	5	10	20	40	25

Compute standard deviation for the above data.

- e) Explain the meaning of correlation. What do you mean by positive and negative correlation. Give one example of each type.
- f) The monthly wages paid to the workers in two firms A & B gives the following result.

	Firm A	Firm B
No of workers	400	500
Mean wages	1500	1600
Standard deviation of wages	30	40

Answer the following questions.

- i) Which firm pays out larger amount as monthly wages? why?
- ii) Which firm A or B is more consistent in paying wages?

**Q7)** Attempt any one of the following. **[8]**

- a) Calculate Karl - Pearson's co-efficient of correlation from the following data.

Demand in tones	9	11	13	15	17	19	21	23
Supply in tones	6	8	10	12	14	16	18	20

OR

- b) i) Given: **[4]**
- $\bar{X} = 80, \bar{Y} = 50, \sigma_x = 15, \sigma_y = 10, \gamma = -0.4$
- Find the line of regression of x on y. Also estimate 'x' when y = 60.
- ii) Explain the cost of living index number. **[4]**



Total No. of Questions : 6]

SEAT No. :

P476

[Total No. of Pages : 4

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F.Y. B.Com.

**COMPUTER CONCEPTS AND APPLICATIONS**

**Computer Fundamental**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Both sections should be written in same answer books.*

**SECTION - I**

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

**[4 × 2 = 8]**

- a) Define computer.
- b) Explain any two uses of Ms - Excel.
- c) What is anti - virus software.
- d) What is e - commerce.
- e) Explain LAN and WAN.
- f) Explain any two advantages of computer.

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

**[4 × 4 = 16]**

- a) Explain computer components with block diagram.
- b) Explain types of operating system.
- c) Explain use of Ms- word.
- d) What is the functionality of hub?
- e) Explain role of E - commerce in day to day life.
- f) Explain following terms:
  - i) Wordpad
  - ii) Paint

**P.T.O.**

**Q3)** Attempt any four of the following . **[4 × 4 = 16]**

- a) Write short notes on:
  - i) C. D.
  - ii) Pen Drive.
- b) Explain types of operating system.
- c) What is the difference between Ms - word and Ms - Excel.
- d) Explain computer application in.
  - i) Banking sector.
  - ii) E - Governance.
- e) What is MAN? Explain its characteristics.
- f) Explain Bus topology and mesh topology.

**SECTION - II**

**Q4)** Attempt any 4 of the following. **[4 × 2 = 8]**

- a) Explain WWW.
- b) Explain the use of credit card.
- c) Explain concept of EPS.
- d) Explain any 2 HTML tags.
- e) What is web page?
- f) Define cyber law.

**Q5)** Attempt any four of the following. **[4 × 4 = 16]**

- a) What are the advantages and disadvantages of Internet?
- b) How EDI works?
- c) What is Digital certificate? Explain uses of Digital certificate.
- d) Write a short note on HTML.
- e) What is web page ? Explain page size in detail.
- f) Explain types of domain Names with example.

**Q6)** Attempt any four of the following. **[4 × 4 = 16]**

- a) Explain the process of sending E - mail.
- b) What are the advantages and Disadvantages of EDI?
- c) What is EFT?
- d) Explain the Internet privacy and Ethical Issues.
- e) How to add images in HTML Page.
- f) Explain types of web pages.



Total No. of Questions : 6]

P476

[5063] - 105

F.Y. B.Com.

COMPUTER CONCEPTS AND APPLICATIONS

Computer Fundamental

(2013 Pattern)

(मराठी रुपांतर)

वेळ : 3 तास ]

[एकूण गूण : 80

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.  
3) दोन्ही विभाग एकाच उत्तरपत्रिकेत सोडवावीत.

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विभाग - I

प्रश्न 1) पुढीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 2 = 8]

- अ) Computer ची व्याख्या द्या.
- ब) Ms - Excel चे कोणतेही दोन उपयोग सांगा.
- क) Anti - virus software म्हणजे काय?
- ड) E - Commerce म्हणजे काय?
- इ) LAN आणि WAN स्पष्ट करा.
- फ) Computer चे कुठलेही दोन फायदे स्पष्ट करा.

प्रश्न 2) पुढीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 4 = 16]

- अ) Computer चा आराखाडा आकृतीसह स्पष्ट करा.
- ब) Operating system चे प्रकार स्पष्ट करा.
- क) Ms - Word चे उपयोग स्पष्ट करा.
- ड) Hub चे कार्य स्पष्ट करा.
- इ) रोजच्या जिवनातील E - Commerce ची भूमिका स्पष्ट करा.
- फ) खालील संज्ञा स्पष्ट करा.
  - i) Wordpad
  - ii) Paint.

प्रश्न 3) खालीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 4 = 16]

अ) टीपा लिहा.

i) C. D.            ii) Pen Drive

ब) Operating system चे प्रकार स्पष्ट करा.

क) Ms - Word आणि Ms - Excel मधील फरक स्पष्ट करा.

ड) खालील Computer चे Application स्पष्ट करा.

i) Banking sector    ii) E - Governance

इ) MAN म्हणजे काय? त्याची वैशिष्ट्ये स्पष्ट करा.

फ) Bus topology आणि Mesh topology स्पष्ट करा.

### विभाग - II

प्रश्न 4) खालीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 2 = 8]

अ) WWW स्पष्ट करा.

ब) Credit card चे उपयोग स्पष्ट करा.

क) EPS ची संकल्पना स्पष्ट करा.

ड) HTML चे कोणतेही दोन TAG स्पष्ट करा.

इ) Web page म्हणजे काय?

फ) Cyber law ची व्याख्या काय?

प्रश्न 5) पुढीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 4 = 16]

अ) Internet चे फायदे व तोटे स्पष्ट करा.

ब) EDI चे कार्य स्पष्ट करा.

क) Digital Certificate म्हणजे काय? Digital Certificate चे उपयोग स्पष्ट करा.

ड) HTML वर टीपा लिहा.

इ) Web page म्हणजे काय? page size स्पष्ट करा.

फ) Domain Name चे प्रकार उदाहरणासह स्पष्ट करा.

प्रश्न 6) पुढीलपैकी कोणतेही चार प्रश्न सोडवा.

[4 × 4 = 16]

अ) E-mail पाठवण्याची पद्धत स्पष्ट करा.

ब) EDI चे फायदे आणि तोटे स्पष्ट करा.

क) EFT म्हणजे काय?

ड) Internet privacy आणि Ethical Issues स्पष्ट करा.

इ) HTML page मध्ये Images कश्या Add कराव्यात.

फ) Web Pages चे प्रकार स्पष्ट करा.



Total No. of Questions : 5]

SEAT No. :

**P477**

[Total No. of Pages : 4

**[5063] - 106**

**F.Y. B.Com.**

**ORGANISATIONAL SKILLS DEVELOPMENT**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:*

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

**Q1)** What are the characteristics of a modern office ? Explain in details the principles of office layout. **[16]**

**Q2)** Define Office manager. Explain the duties and responsibilities of office manager. **[16]**

OR

Define office organisation. Explain the types of organisation with diagram.

**Q3)** a) State the advantages of E - Forms. **[8]**

b) Explain the advantages of webpage. **[8]**

OR

a) State elements of effective communication.

b) State the advantages of upward communication.

**Q4)** What is Record management? State the Utility of Digitalisation of Records. Briefly Explain the process of digitalisation of records. **[16]**

**P.T.O.**

**Q5)** Write short notes : (Any Two)

**[16]**

- a) Objectives of Public relation
- b) Modern methods of public relation.
- c) Computerisation of office activities.
- d) Payroll Accounting





Total No. of Questions : 5]

P477

[5063] - 106

F.Y. B.Com.

**ORGANISATIONAL SKILLS DEVELOPMENT**

(2013 Pattern)

(मराठी रुपांतर)

वेळ: 3 तास]

[एकूण गुण : 80

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

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प्रश्न 1) आधुनिक कार्यालयाची वैशिष्ट्ये लिहा. कार्यालयीन रचनेची तत्त्वे सविस्तरपणे स्पष्ट करा. [16]

प्रश्न 2) कार्यालयीन व्यवस्थापकाची व्याख्या लिहा. कार्यालय व्यवस्थापकाची कर्तव्ये आणि जबाबदाऱ्या स्पष्ट करा. [16]

किंवा

‘कार्यालय संघटन’ व्याख्या लिहा. कार्यालय संघटनेचे प्रकार अराखड्यासह स्पष्ट करा.

प्रश्न 3) अ) इ - प्रपत्रांचे फायदे लिहा. [8]

ब) वेबपेजचे फायदे लिहा. [8]

किंवा

अ) प्रथावी संदेशवहनाचे घटक लिहा.

ब) ऊर्ध्वगामी संदेशवहनाचे फायदे लिहा.

प्रश्न 4) दफ्तर व्यवस्थापन म्हणजे काय? दफ्तराच्या अंकीकरणाची उपयुक्तता सांगून अंकीकरणाची प्रक्रिया स्पष्ट करा. [16]

प्रश्न 5) टिपा लिहा (कोणत्याही दोन)

[16]

- अ) जनसंपर्काचे उद्देश
- ब) जनसंपर्काच्या आधुनिक पध्दती
- क) कार्यालयीन कामकाजाचे संगणकीकरण
- ड) पे - रोल अकांऊटिंग



Total No. of Questions : 5]

SEAT No. :

P478

[Total No. of Pages : 4

**[5063]-107**  
**F.Y. B.Com.**  
**BANKING AND FINANCE**  
**Fundamentals of Banking**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

**Q1)** What is Bank? Explain Evaluation of Banking in Asia. **[16]**

**Q2)** Explain the primary and secondary Functions of Bank. **[16]**

OR

Explain Methods of Remittances. **[16]**

**Q3)** a) Explain the procedure of Account opening in Bank. **[8]**

b) State Features of promissory Note. **[8]**

OR

a) State the Types of Crossing. **[8]**

b) Explain the types of Endorsements. **[8]**

**Q4)** Explain the meaning and Types of Technology in Banking. **[16]**

**P.T.O.**

**Q5) Write short notes (Any Two) :**

**[16]**

- a) Principle of Safety and profitability
- b) Multiple credit creation
- c) Balance sheet of commercial Bank
- d) Electronic Fund Transfer



Total No. of Questions : 5]

P478

[5063]-107

F.Y. B.Com.

बँक व्यवसाय आणि वित्तपुरवठा

बँक व्यवसायाची मूलतत्वे

(2013 पॅटर्न)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) बँक म्हणजे काय? अशियातील बँक व्यवसायाची उत्क्रांती स्पष्ट करा. [16]

प्रश्न 2) बँकेची प्राथमिक आणि दुय्यम कार्ये स्पष्ट करा. [16]

किंवा

पैसे पाठविण्याच्या पध्दती स्पष्ट करा. [16]

प्रश्न 3) अ) बँकेत खाते उघडण्याची प्रक्रिया स्पष्ट करा. [8]

ब) वचनपत्राची वैशिष्ट्ये सांगा. [8]

किंवा

अ) रेखांकनाचे प्रकार सांगा. [8]

ब) पृष्ठांकनाचे प्रकार स्पष्ट करा. [8]

प्रश्न 4) बँक व्यवसायातील तंत्रज्ञानाचा अर्थ आणि प्रकार स्पष्ट करा. [16]

प्रश्न 5) टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) सुरक्षितता आणि लाभप्रदता तत्व
- ब) बहुविध पतनिर्मिती
- क) व्यापारी बँकेचा ताळेबंद
- ड) इलेक्ट्रॉनिक निधी हस्तांतरण



Total No. of Questions : 4]

SEAT No. :

P479

[Total No. of Pages : 4

**[5063]-108**  
**F.Y. B.Com.**  
**GEOGRAPHY**  
**Commercial Geography**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

- 1) All questions are compulsory.*
- 2) Neat diagrams must be drawn wherever necessary.*
- 3) Use of map stencils is allowed.*

**Q1)** Answer the following upto 20 words each (Any Ten) :

**[20]**

- i) Mention any two approaches to commercial Geography.
- ii) What is meant by Environment?
- iii) Name any two tertiary Economic Activities.
- iv) What is Solar Energy?
- v) State names of trees in Equatorial Evergreen Forest.
- vi) State any two advantages of Under Population.
- vii) Name any two Cotton Textile Centers in India.
- viii) State any two advantages of Railway Transportation.
- ix) State any two products that are Exported by India.
- x) What is Agro - Tourism?
- xi) State any two Hill - stations in India.
- xii) Write the types of Bar Graph.
- xiii) Give any two factors of Industrial Location.

***P.T.O.***

**Q2)** Answer the following upto 50 words each (Any Two) : **[10]**

- a) Commodity Approach
- b) Importance of Monsoon Forest
- c) Tourist Industry in India
- d) Divided Circle Method

**Q3)** Answer the following upto 150 words each (Any Two) : **[20]**

- a) Explain the Cultural factors of Environment.
- b) Explain the Characteristics of Commercial Farming.
- c) Give an account of Cotton Textile Industry in India.
- d) Explain the factors affecting Trade.

**Q4)** Answer the following upto 300 words each (Any Two) : **[30]**

- a) Define Commercial Geography. Explain the nature and scope of commercial Geography.
- b) Explain the Population Characteristics of India.
- c) Compare various Modes of Transport.
- d) Explain the Geographical factors influencing Tourism.





Total No. of Questions : 4]

P479

[5063]-108  
F.Y. B.Com.  
GEOGRAPHY  
Commercial Geography  
(2013 Pattern)  
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

- सूचना :- 1) सर्व प्रश्न सोडविणे आवश्यक आहे.  
2) आवश्यक तेथे सुबक आकृत्या काढा.  
3) नकाशा स्टेन्सिल्ले वापरण्यास परवानगी आहे.

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प्रश्न 1) खालील प्रश्नांची प्रत्येकी 20 शब्दांत उत्तरे लिहा. (कोणतेही दहा) [20]

- i) व्यापारी भूगोलांच्या कोणत्याही दोन अभ्यास पध्दती नमुद करा.
- ii) पर्यावरण म्हणजे काय?
- iii) तृतीय श्रेणीच्या दोन आर्थिक व्यवसायाची नांवे लिहा.
- iv) सौरउर्जा म्हणजे काय?
- v) विषुववृत्तीय सदाहरित अरण्यांतील वृक्षांची नांवे लिहा.
- vi) न्यूनतम लोकसंख्येचे दोन फायदे सांगा.
- vii) भारतातील सुतीवस्त्र उद्योगांच्या दोन केंद्राची नांवे लिहा.
- viii) रेल्वे वाहतुकीचे दोन फायदे सांगा.
- ix) भारतातून निर्यात होणारी कोणतीही दोन उत्पादने सांगा.
- x) कृषी पर्यटन म्हणजे काय?
- xi) भारतातील कोणतेही दोन थंड हवेची ठिकाणे सांगा.
- xii) स्तभांलेखाचे प्रकार लिहा.
- xiii) उद्योगधंद्याच्या स्थानिकीकरणावर परिणाम करणारे कोणतेही दोन घटक सांगा.

प्रश्न 2) खालील प्रश्नांची प्रत्येकी 50 शब्दांत उत्तरे लिहा. (कोणतेही दोन) [10]

- अ) वस्तूनिष्ठ पध्दत
- ब) मान्सून अरण्याचे महत्त्व
- क) भारतातील पर्यटन उद्योग
- ड) विभाजित वर्तुळ पध्दती

प्रश्न 3) खालील प्रश्नांची प्रत्येकी 150 शब्दांत उत्तरे लिहा. (कोणतेही दोन) [20]

- अ) पर्यावरणांचे सांस्कृतिक घटक स्पष्ट करा.
- ब) व्यापारी शेतीची वैशिष्ट्ये स्पष्ट करा.
- क) भारतातील सुती वस्त्रोद्योगांचा वृत्तांत द्या.
- ड) व्यापारावर परिणाम करणारे घटक स्पष्ट करा.

प्रश्न 4) खालील प्रश्नांची प्रत्येकी 300 शब्दांत उत्तरे लिहा. (कोणतेही दोन) [30]

- अ) व्यापारी भूगोलांची व्याख्या सांगून, व्यापारी भूगोलांचे स्वरूप आणि व्याप्ती स्पष्ट करा.
- ब) भारतीय लोकसंख्येची वैशिष्ट्ये स्पष्ट करा.
- क) वाहतुक प्रकाराचे तुलनात्मक विश्लेषण करा.
- ड) पर्यटनावर परिणाम करणारे भौगोलिक घटक स्पष्ट करा.



Total No. of Questions : 4]

SEAT No. :

**P480**

[Total No. of Pages : 4

**[5063]-109**

**F.Y. B.Com.**

**DEFENCE BUDGETING, FINANCE AND MANAGEMENT**

**Defence Organization and Management in India**

**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

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

**[20]**

- i) Define Logistics.
- ii) Write any two functions of signal corps.
- iii) Define counter intelligence.
- iv) Define defence programming.
- v) Write any two functions of NSC.
- vi) Define grand strategy.
- vii) Define Sea-power.
- viii) Write any two functions of Territorial Army.
- ix) Write any two limitations of defence management.
- x) What do you mean by Military industrial complex?
- xi) Write any two functions of C.R.P.F.
- xii) Write any two functions of combat branches.
- xiii) Write any two functions of EME.

***P.T.O.***

**Q2)** Answer in 50 words each (any two) : **[10]**

- i) Explain functions of Ministry of defence.
- ii) Describe various types of Aircrafts of Indian Air Force.
- iii) Explain Characteristics of the Artillery.

**Q3)** Answer in 150 words each (any two) : **[20]**

- i) Write a critical note on Indian intelligence organization.
- ii) Explain role of naval power during peace time.
- iii) Discuss powers of President in relation to the Armed forces.

**Q4)** Answer in 300 words each (any two) : **[30]**

- i) Explain evolution and modernization of Indian armed forces.
- ii) Discuss higher defence organization in India.
- iii) Explain role of Administrative services in National Defence.



Total No. of Questions : 4]

P480

[5063]-109

F.Y. B.Com.

डिफेन्स बजेटिंग फायनान्स अँड मैनेजमेन्ट  
डिफेन्स ऑर्गनाजेशन अँड मैनेजमेन्ट इन इंडिया  
(2013 पॅटर्न)  
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

प्रश्न 1) 20 शब्दांत उत्तरे द्या. (कोणतेही दहा)

[20]

- i) पुरवठाव्यवस्था व्याख्या द्या.
- ii) सिग्नल क्रॉस (संपर्क यंत्रणा) ची कोणतीही दोन कार्ये नमूद करा.
- iii) काऊन्टर इन्टीलीजन्स व्याख्या द्या.
- iv) “डिफेन्स प्रोग्रामींग” व्याख्या द्या.
- v) एन.एस.सी.ची कोणतीही दोन कार्ये नमूद करा.
- vi) ‘ग्रॅन्ड स्ट्रॅटेजी’ व्याख्या द्या.
- vii) सागरी सामर्थ्य व्याख्या द्या.
- viii) प्रादेशिक सेनादलाची कोणतीही दोन कार्ये लिहा.
- ix) संरक्षण व्यवस्थापनाच्या कोणत्याही दोन मर्यादा लिहा.
- x) मिलीटरी इन्डस्ट्रीयल कॉम्प्लेक्स म्हणजे काय ?
- xi) सी.आर.पी.एफ. ची कोणतीही दोन कार्ये नमूद करा.
- xii) लढाऊ शाखेची कोणतीही दोन कार्ये लिहा.
- xiii) ई.एम.ई. ची कोणतीही दोन कार्ये लिहा.

प्रश्न 2) 50 शब्दात उत्तरे द्या. (कोणतेही दोन) [10]

- i) संरक्षण मंत्रालयाची कार्ये स्पष्ट करा.
- ii) भारतीय हवाईदलातील विविध विमानांच्या प्रकारांचे वर्णन करा.
- iii) तोफखानादलाची वैशिष्ट्ये स्पष्ट करा.

प्रश्न 3) 150 शब्दात उत्तरे द्या. (कोणतेही दोन) [20]

- i) भारताची गुप्तचर यंत्रणा (संघटन) यावर टिकात्मक टिपण लिहा.
- ii) शांततादलातील नाविकदलाची भूमिका स्पष्ट करा.
- iii) सशस्त्र सेनादलाच्या संदर्भात भारताच्या राष्ट्रपतीचे आधिकार याबाबत चर्चा करा.

प्रश्न 4) 300 शब्दात उत्तरे द्या. (कोणतेही दोन) [30]

- i) भारताच्या सशस्त्र सेनादलातील उत्क्रांती आणि आधुनिकीकरण स्पष्ट करा.
- ii) भारताच्या उच्चस्तरीय संरक्षण संघटनाबाबत चर्चा करा.
- iii) राष्ट्रीय संरक्षणासंबंधी विविध प्रशासकीय सेवांची भूमिका स्पष्ट करा.



Total No. of Questions : 5]

SEAT No. :

**P481**

[Total No. of Pages : 4

**[5063]-110**  
**F.Y. B.Com.**  
**CO-OPERATION**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

**Q1)** Describe the Objectives, Nature and Scope of Co-operation. **[16]**

**Q2)** Discuss the Gorewala Committee Report and Vaidyanathan Committee Report. **[16]**

OR

Explain the Origin of Co-operative Movement in India.

**Q3)** a) Discuss on the Development of Co-operative Movement in India during the Sixth and Seventh Plan Period. **[8]**

b) Explain the Types of Rural Co-operatives. **[8]**

OR

a) Explain the Future Trends of Co-operative Movement in India.

b) Explain the Problems and Suggestions of Co-operative Training Programmes in India.

**P.T.O.**

**Q4) Critically Evaluate the Achievement of the Co-operative Movement in India.[16]**

**Q5) Write short notes (Any Two) : [16]**

- a) Types of Non-Agriculture Co-operatives
- b) Weakness of Co-operative Movement in India
- c) Co-operative Training in India
- d) Federation of Co-operatives





Total No. of Questions : 5]

P481

[5063]-110  
F.Y. B.Com.  
CO-OPERATION  
(2013 Pattern)  
(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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प्रश्न 1) सहकाराची उद्दिष्टे, स्वरूप व व्याप्ती यांचे वर्णन करा. [16]

प्रश्न 2) गोरेवाल समिती अहवाल आणि वैद्यनाथन समिती अहवालांची चर्चा करा. [16]

किंवा

भारतातील सहकारी चळवळीचा उगम स्पष्ट करा.

प्रश्न 3) अ) सहाव्या आणि सातव्या पंचवार्षिक योजनेतील भारतातील सहकारी चळवळीच्या विकासाबद्दल चर्चा करा. [8]

ब) ग्रामीण सहकारी संस्थांचे प्रकार स्पष्ट करा. [8]

किंवा

अ) भारतातील सहकारी चळवळीची भविष्यकालीन वाटचाल स्पष्ट करा.

ब) भारतातील सहकारी प्रशिक्षण कार्यक्रमाच्या समस्या व उपाययोजना स्पष्ट करा.

प्रश्न 4) भारतातील सहकारी चळवळीच्या योगदानाचे टिकात्मक परिक्षण करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) बिगर शेती सहकारी संस्थाचे प्रकार
- ब) भारतातील सहकारी चळवळीतील दूर्बलता
- क) भारतातील सहकार प्रशिक्षण
- ड) सहकारी संघ



Total No. of Questions : 5]

SEAT No. :

**P482**

[Total No. of Pages : 4

**[5063]-111**  
**F.Y. B.Com.**  
**MANAGERIAL ECONOMICS**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

**Q1)** State and explain scope and characteristics of Managerial Economics. [16]

**Q2)** Explain determinants of demand. [16]

OR

Explain types of Elasticity of Demand.

**Q3)** a) Explain methods of Business Forecasting. [8]

b) Explain Law of Demand. [8]

OR

a) Explain usefulness of capital budgeting. [8]

b) Explain profit maximisation as a objective of the Firm. [8]

**Q4)** Explain the role Played by MNCs in development in Indian Economy. [16]

***P.T.O.***

**Q5) Write short notes (Any Two) :**

**[16]**

- a) Limitations of cost benefit analysis
- b) Law of Return to scale
- c) Business trends in India
- d) Modernization and Investment decisions



Total No. of Questions : 5]

P482

[5063]-111

F.Y. B.Com.

व्यवस्थापकीय अर्थशास्त्र

(2013 पॅटर्न)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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प्रश्न 1) व्यवस्थापकीय अर्थशास्त्राची व्याप्ती व वैशिष्ट्ये सांगा व विशद करा. [16]

प्रश्न 2) मागणीचे निर्धारक घटक विशद करा. [16]

किंवा

मागणी लवचिकतेचे प्रकार विशद करा.

प्रश्न 3) अ) व्यवसाय पुर्वअंदाजाच्या पध्दती विशद करा. [8]

ब) मागणीचा नियम विशद करा. [8]

किंवा

अ) भांडवलाच्या अंदाजाची उपयुक्तता स्पष्ट करा. [8]

ब) व्यवसाय संस्थेचे उद्दिष्ट म्हणून महत्तम नफा हे उद्दिष्ट विशद करा. [8]

प्रश्न 4) भारतीय अर्थव्यवस्थेच्या विकासातील बहुराष्ट्रीय महामंडळाची भूमिका विशद करा. [16]

प्रश्न 5) थोडक्यात टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) खर्च - लाभ विश्लेषणाच्या मर्यादा
- ब) प्रतिफलाचा नियम
- क) भारतातील व्यवसाय प्रवृत्ती
- ड) आधुनीकिकरण आणि गुंतवणूक निर्णय



Total No. of Questions : 5]

SEAT No. :

**P483**

[Total No. of Pages : 2

**[5063]-112**  
**F.Y. B.Com.**  
**ESSENTIALS OF E-COMMERCE**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

- 1) All questions are compulsory.*
- 2) Figures to the right indicate full marks.*
- 3) Give illustrations wherever necessary.*

**Q1)** Explain concept of E-Commerce? With its types? **[16]**

**Q2)** Define E-Payment System? Explain Different types of EPS. **[16]**

OR

Define EDZ? Explain its benefits and processes?

**Q3)** a) Explain following term : **[8]**

i) Digital Economy

ii) E-Marketing

b) Explain advantages of e-trading. **[8]**

OR

a) Explain on-line booking system with example? **[8]**

b) Explain security issues related to e-commerce? **[8]**

**P.T.O.**

**Q4)** Explain problems and opportunities in E-Commerce in India. **[16]**

**Q5)** Short notes (any two) : **[16]**

- a) Tools and services of Internet
- b) Digital signature
- c) Uses of E-mail
- d) e-banking





Total No. of Questions : 5]

SEAT No. :

**P484**

[Total No. of Pages : 4

**[5063]-113**  
**F.Y. B.Com.**  
**INSURANCE AND TRANSPORT**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

**Q1)** What is Insurance? Explain the scope of Insurance. **[16]**

**Q2)** What is General Insurance? Explain the principles of General Insurance. **[16]**

OR

Explain , "Tourism plays an important role in Indian Economic development."

**Q3)** a) Explain the role of tourist guide. **[8]**

b) Explain the need of life Insurance. **[8]**

OR

a) Explain the various types of life insurance policies.

b) Explain the need and importance of water transport.

**Q4)** What is mean by Transport? Explain "Road transport in India". **[16]**

**P.T.O.**

**Q5) Write short notes (Any Two) :**

**[16]**

- a) Opportunities in Tourism
- b) Merits of air Transport
- c) Types of Business Risk
- d) Hazards in logistics



Total No. of Questions : 5]

P484

[5063]-113

F.Y. B.Com.

विमा आणि वाहतूक

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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प्रश्न 1) विमा म्हणजे काय? विम्याची व्याप्ती स्पष्ट करा. [16]

प्रश्न 2) साधारण विमा म्हणजे काय? साधारण विम्याची तत्त्वे स्पष्ट करा. [16]

किंवा

“भारतीय आर्थिक विकासामध्ये पर्यटन महत्त्वाची भूमिका बजावते” स्पष्ट करा.

प्रश्न 3) अ) पर्यटक मार्गदर्शकाची भूमिका स्पष्ट करा. [8]

ब) आयुर्विम्याची आवश्यकता स्पष्ट करा. [8]

किंवा

अ) आयुर्विमापत्राचे विविध प्रकार स्पष्ट करा.

ब) जल वाहतूकीची गरज व महत्त्व स्पष्ट करा.

प्रश्न 4) वाहतूक म्हणजे काय? ‘भारतातील रस्ते वाहतूक’ स्पष्ट करा. [16]

प्रश्न 5) टीपा लिहा (कोणत्याही दोन).

[16]

- अ) पर्यटन व्यवसायातील संधी
- ब) हवाई वाहतूकीचे फायदे
- क) व्यावसायिक जोखमिचे प्रकार
- ड) लॉजिस्टिकमधील अडथळे



Total No. of Questions : 5]

SEAT No. :

**P485**

[Total No. of Pages : 4

**[5063]-114**  
**F.Y. B.Com.**  
**MARKETING & SALESMANSHIP**  
**(Fundamentals of Marketing)**  
**(2013 Pattern)**

*Time : 3 Hours]*

*[Max. Marks : 80*

*Instructions to the candidates:-*

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

**Q1)** What is mean by market? Explain the various types of market. **[16]**

**Q2)** Explain the various methods of pricing. **[16]**

OR

Explain the factors determining buyers behaviour.

**Q3)** a) Discuss 'Micro and Macro environment'. **[8]**

b) Explain the Features of rural marketing. **[8]**

OR

a) Discuss on market logistics decisions.

b) State the Features of Services.

**Q4)** Explain the various medias of Advertising. **[16]**

**P.T.O.**

**Q5)** Write notes (any two) :

**[16]**

- a) Internal controllable factors of marketing environment
- b) Importance of rural marketing mix
- c) Importance of services in marketing
- d) Designing distribution channels



Total No. of Questions : 5]

P485

[5063]-114

F.Y. B.Com.

MARKETING & SALESMANSHIP

(Fundamentals of Marketing)

(2013 Pattern)

(मराठी रूपांतर)

वेळ : 3 तास]

[एकूण गुण : 80

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

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प्रश्न 1) बाजारपेठ म्हणजे काय? बाजारपेठाचे विविध प्रकार स्पष्ट करा. [16]

प्रश्न 2) किंमत ठरविण्याच्या विविध पद्धती स्पष्ट करा. [16]

किंवा

खरेददाराचे वर्तन ठरविणारे घटक स्पष्ट करा.

प्रश्न 3) अ) सुक्ष्म आणि स्थूल पर्यावरण चर्चा करा. [8]

ब) ग्रामीण विपणनाची वैशिष्ट्ये स्पष्ट करा. [8]

किंवा

अ) बाजारपेठ सुलभीकरण निर्णय यावर चर्चा करा.

ब) सेवांची वैशिष्ट्ये सांगा.

प्रश्न 4) जाहीरातीची विविध माध्यमे स्पष्ट करा. [16]

प्रश्न 5) टीपा लिहा. (कोणत्याही दोन)

[16]

- अ) विपणन पर्यावरणाचे नियंत्रणक्षम अंतर्गत घटक
- ब) ग्रामीण विपणन मिश्रचे महत्व
- क) विपणनात सेवांचे महत्व
- ड) वितरण मार्ग रचना

