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**B. Com. (I.T.) (Entire) (Part - I) (Semester - I) Examination,
April - 2016**

ACCOUNTANCY (Paper - I)

Sub. Code : 58003

Day and Date : Saturday, 02 - 04 - 2016

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions :**
- 1) All questions are compulsory.
 - 2) Use of calculator is allowed.
 - 3) Figures to the right of each question show full marks.

Q1) From the following Trial Balance of M/s Pratik & Rupesh, you are required to prepare Trading & Profit & Loss Account for the year ended 31st March, 2013 & Balance sheet as on that date.

Trial Balance as on 31st March, 2013.

Debit Balances	Amt. ₹	Credit Balance	Amt. ₹
Plant & Machinery	1,40,000	Capital A/C's	
Goodwill	40,000	Provin	2,00,000
Furniture	80,000	Ramesh	1,50,000
Coal. Gas & Water	4,300	Sales	3,30,000
Land & Building	1,20,000	12% Bank loan	
Purchases	2,32,000	(Taken on 1 st oct. 2012)	40,000
Postage & Telegrams	2,200	Sundry Creditors	1,05,000
Export duty	15,500		
Wages & Salaries	31,000		
Rent & Taxes	7,200		
Cash in hand	18,000		
Freight	6,200		
Prepaid rent	3,600		
Sundry Debtors	76,000		
Insurance	4,200		
Opening stock	39,000		
Discount	5,800		
	8,25,000		8,25,000

P.T.O.

Adjustments :-

- 1) Closing stock in hand was valued at ₹ 61,000/-
 - 2) Provide 5% interest on capitals.
 - 3) Prepaid insurance ₹ 900/-
 - 4) Provide Reserve for doubtful debts at 5% on sundry debtors.
 - 5) Wages paid for installation of machinery were included in wages A/C ₹ 5000/-.
- a) Prepare Trading & Profit & Loss A/C. [10]
 - b) Prepare Balance sheet as on 31st March, 2013. [10]

Q2) Attempt any two from a, b, c.

- a) Journalise the following transactions in the books of Mr. Suyog

Debit Balance on 1st April, 2014. [10]Cash at bank ₹ 75,000, sundry Debtors ₹ 11,000, stock ₹ 25, 000,
Land & Building ₹ 1,75,000.Credit Balance on 1st April, 2014.

Sundry creditors - Malini ₹ 15,000, Bank Loan ₹ 25,000/-

Transactions during the month of April, 2014.

- 2014 April 1. Purchased goods worth ₹ 20,000 for cash less 25% trade discount.
2. Sold goods to Madan ₹ 20,000/-
 6. Purchased goods from Sohan worth ₹ 10,000/-
 9. Goods costing ₹ 1,000/- distributed as free samples.
 11. Received an amount of ₹ 2,000 from Vijay which was previously written off as bad debts.
 15. Purchased goods from Bharesh ₹ 20,000 at 10% trade discount.
 15. Paid to Bharesh 1/3rd amount in cash & received 5% Cash discount.
 21. Received cash gift ₹ 11,000 from Mother - in - law with which purchased shares of Tata co. for the business.
 25. Repayment of Bank Loan with interest ₹ 5,000 (Interest ₹ 1,000).
 29. Sold goods to Ashok ₹ 40,000/- at 10% trade discount & received half the amount in cash for which 5% cash discount is given.

Q3) Wri

- a)
- b)
- c)
- d)

- b) From the above journal entries prepare ledger A/C's in the books of Mr. Suyog. [10]
- c) On 31st Oct. 2014 the cash Book of Mrs. Rainak showed an overdraft of ₹ 5,600. From the following particulars prepare Bank Reconciliation statement. [10]
- Cheques issued but not encashed ₹ 3,946.
 - Cheques paid into Bank but not credited by Bank ₹ 4,891.
 - Bill of exchange ₹ 520 discounted with the Bank, dishonoured & bank charges debited by Bank ₹ 55.
 - Debit is made in the Pass Book for ₹ 120 on account of interest on overdraft.
 - The Bank has collected interest on investment ₹ 760/-

Q3) Write short notes (any two out of four) :

[10]

- Balance Sheet
- Accounting concepts
- Indian Accounting Standards
- Expenditure & Types of Expenditure.



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**B.Com. (I.T.) (Entire) (Part - I) (Semester - I) (Regular)
Examination, April - 2016**

PRINCIPLES OF BUSINESS MANAGEMENT (Paper - 102)

Sub. Code : 58004

Day and Date : Monday, 04 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :**
- 1) Attempt any five out of seven questions.
 - 2) All questions carry equal mark

Q1) Write short answers (any two) :

- a) "Management is a profession" - Explain.
- b) What do you mean by Total Quality Management?
- c) Explain the principles of unity of command and unity of directions.

Q2) Define business and state the characteristics of business.

Q3) What is motivation? Explain the importance of motivation in management.

Q4) Describe the techniques of time management.

Q5) Explain the concept and importance of Business process outsourcing in modern times.

Q6) Discuss the application of management principles in I.T. sector.

Q7) Write short notes (any two) :

- a) Organizing
- b) Event management
- c) Knowledge Process Outsourcing



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**B.Com. (IT) (Part - I) (Semester - I) (Entire) Examination,
April - 2016**

BUSINESS ECONOMICS (Paper - I)

Sub. Code : 58005

Day and Date : Tuesday, 05 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions: 1) Attempt any five questions out of seven.
2) All questions carry equal marks.

Q1) Write short answers (Any two): [10]

- Explain concept of production function.
- State the concept of income elasticity of demand.
- Explain the market survey method of demand forecasting.

Q2) State the nature and scope of Business Economics. [10]

Q3) Explain the types of price elasticity of demand. [10]

Q4) State the Importance of demand forecasting. [10]

Q5) Discuss the law of variable proportion. [10]

Q6) State the internal economies of scale. [10]

Q7) Write Short Notes (Any two): [10]

- Perishable goods and Non-perishable goods
- Fixed and Variable Inputs
- Goal of Profit Maximization



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B.Com. (IT) (Part - I) (Semester - I) (Entire) Examination

April - 2016

BUSINESS ECONOMICS (Paper - D)

Roll Code: 2802

Total Marks: 50

Day and Date: Tuesday, 26-04-2016

Time: 03:00 p.m. to 05:00 p.m.

Instructions: (i) Answer all the questions in your own words.

(ii) Give the answers in brief.

Q1) Write short notes on any two of the following: (10)

a) Law of diminishing returns

b) State the concept of price elasticity of demand.

c) Explain the difference between short run and long run forecasting.

Q2) State the three main stages of the business cycle. (10)

Q3) Explain the law of price elasticity of demand. (10)

Q4) State the law of demand. (10)

Q5) Discuss the law of variable proportions. (10)

Q6) State the internal economics of scale. (10)

Q7) Write Short Notes (Any two): (10)

a) Perishable goods and Non-perishable goods

b) Fixed and Variable Inputs

c) Goal of Profit Maximisation



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B.Com. (I.T.) (Part - I) (Semester - II) Examination, April - 2016

PRINCIPLES OF MARKETING (Paper - II)

Sub. Code : 58010

Day and Date : Monday, 11 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Attempt any five out of seven questions.
 - 2) All questions carry equal marks.

- Q1) Write short answers (any two) [10]
- a) Define the term marketing management.
 - b) What is E-Advertising media.
 - c) What is meant by marketing Information system.
- Q2) Discuss the seven p's of marketing. [10]
- Q3) Define market segmentation. What are the requisites of sound market segmentation? [10]
- Q4) Explain the importance of marketing Information system. (MIS) [10]
- Q5) Discuss the broad Areas of customer relationship management (CRM). [10]
- Q6) What is C.R.M? Explain the process of CRM. [10]
- Q7) Write short notes. (any two) [10]
- a) marketing as a functional areals of management.
 - b) Market segmentation.
 - c) Forms of E-marketing.



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**B.Com. (IT) (Part - I) (Semester - II) (Entire) Examination,
April - 2016**

BUSINESS ECONOMICS (Paper - II)

Sub. Code : 58011

Day and Date : Tuesday, 12 - 04 - 2016

Total Marks : 50

Time : 03.00 p.m. to 05.00 p.m.

- Instructions:**
- 1) All questions carry equal marks.
 - 2) Attempt any FIVE Questions out of seven.
 - 3) Figures to the right indicate marks.
 - 4) Neat diagrams wherever necessary.

- Q1) Write short answers. (any two) [10]**
- a) State the revenue curves in Monopoly.
 - b) Explain the characteristics of oligopoly market.
 - c) Write the Modern theory of rent.
- Q2) State the concept of opportunity cost. [10]**
- Q3) Explain the price determination under Monopoly Market. [10]**
- Q4) State the Ricardian theory of rent. [10]**
- Q5) Discuss the uncertainty theory of profit. [10]**
- Q6) Explain the characteristics of Monopolistic competition. [10]**
- Q7) Write short notes. (any two) [10]**
- a) Price Discrimination.
 - b) Three motives of demand for money.
 - c) Money wage and real wage.



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B.Com. (Entire IT) (Part - I) Examination, April - 2016
IMPRESSION MANAGEMENT (PAPER - II) (Semester -II)
Sub. Code : 58012

Day and Date : Wednesday, 13 - 04 - 2016

Total Marks : 50

Time : 3.00 p.m. to 5.00 p.m.

- Instructions :**
- 1) Attempt any Five questions out of Seven.
 - 2) All questions carry Equal Marks.

Q1) Write Short Answers (Any Two)

- a) Which factors affect Physical Appearance?
- b) What are types of Interview?
- c) What is the scope of Group Discussion?

Q2) Explain the techniques of effective participation in Group Discussion.

Q3) What is Self-Presentation? Explain the various ways through which one can present oneself.

Q4) Explain the concept of Group Discussion and explain its process.

P.T.O.

Q5) What is a Job Interview? Explain the verbal and non-verbal communication during job interview.

Q6) Define Business Etiquettes and explain the etiquettes during business meetings.

Q7) Write Short notes (Any Two):

- a) Common Etiquette Mistakes
- b) Observation Session
- c) Dining Table Etiquettes



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a)
b)

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B.Com. (IT) (Part - I) (Semester - II) (Entire) Examination, April - 2016

ACCOUNTANCY (Paper - II)

Sub. Code : 58009

Day and Date : Saturday, 09 - 04 - 2016

Total Marks : 50

Time : 3.00 p.m. to 05.00 p.m.

- Instructions :
- 1) Figures to the right of each questions show full marks.
 - 2) Use of simple calculator is allowed.

Q1) From the following Balance sheet of ABC Ltd. Prepare.

- a) Changes in working capital statement for the year ended 31.3.2015. [10]
- b) Funds Flow statement for the year ended 31.3.2015 [10]

Balance Sheet of ABC Ltd.

Liabilities	31.3.2014	31.3.2015	Assets	31.3.2014	31.3.2015
	₹	₹		₹	₹
Pref. share capital	2,00,000	1,00,000	Fixed Assets	5,10,000	6,20,000
Equity share capital	3,00,000	3,50,000	Investments	30,000	80,000
Debentures	1,00,000	2,00,000	Current Assets	2,40,000	3,75,000
Reserves	1,10,000	2,70,000	Discount on Debentures	10,000	5,000
Provision for Bad debts	10,000	15,000			
Current Liabilities	70,000	1,45,000			
	7,90,000	10,80,000		7,90,000	10,80,000

You are informed that during the year.

- i) A machine costing ₹ 70,000 with written down value ₹ 40,000 was disposed off for ₹ 25,000.
- ii) Pref. shares redemption was made at 5% premium.
- iii) Dividend at 15% was paid on Equity shares for the year ended 31.3.2015.
- iv) The provision for depreciation stood at ₹ 1,50,000 on 31.3.2014 and at ₹ 1,90,000 on 31.3.2015.

Q2) Attempt any two from the following a, b & c.

- a) The following is the receipts and payments Account of Pune club for the first year ended 31st March, 2015

Receipts	₹	Payments	₹
To Subscriptions	22,000	By Salaries	4,400
To Interest on investment	200	By Postage	200
		By Rent	2,200
		By Telephone Charges	400
		By Printing & stationery	600
		By Furniture	4,000
		By Investments	8,000
		By Closing Balance	
		Cash in Hand	200
		Cash at Bank	2,200
	<u>22,200</u>		<u>22,200</u>

- i) Salaries outstanding ₹ 400.
 ii) Rent due ₹ 200.
 iii) Subscriptions to be received ₹ 800.
 iv) Depreciation on furniture 10%.

Prepare Income and Expenditure Account for the year ended 31.3.2015

[10]

- b) Following is the trading and profit & loss A/C of Ajit limited company for the year ended on 31st March, 2015.

Dr	₹		₹	Cr
To Stock	76,250	By Sales	5,00,000	
To Purchases	3,15,250	By Stock	98,500	
To Carriage	2,000			
To Wages	5,000			
To Gross profit	<u>2,00,000</u>			
	<u>5,98,500</u>			<u>5,98,500</u>

To Administrative Expenses	1,01,000	By Gross profit	2,00,000
To Finance expenses		By Non operating Incomes:	
Interest	1,200	Interest on securities	1,500
Discount	2,400	Dividend on shares	3,750
Bad debts	3,400	Profit on sale of share	750
To Selling & Distribution Expenses	12,000		6,000
To Non operating Exps. loss on sale of securities	350		
provision for legal suit	1,650		
To Net profit	84,000		
	<u>2,06,000</u>		<u>20,6,000</u>

- Calculate: i) Gross profit Ratio
 ii) Net profit Ratio
 iii) Operating Ratio
 iv) Operating net profit Ratio
 v) Stock turnover Ratio [10]

c) From the following Income and Expenditure Account and additional adjustments prepare receipts and payments account for the year ended 31.3.2015. [10]

Income and Expenditure Account for the year ending 31.3.2015

Expenditure	₹	Income	₹
To Salaries	2,000	By Entrance fees	200
To Stationery	600	By Subscriptions	4,000
To Insurance	300	By Donations	500
To Postage	200	By Sundry receipts	100
To Depreciation on furniture	500		
To Excess of income over expenditure	1,200		
	<u>4,800</u>		<u>4,800</u>

Additional adjustments:

- i) Cash at Bank on 1.4.2014 , ₹ 700
- ii) Salaries outstanding on 31.3.2015, ₹ 400
- iii) Subscriptions outstanding on 31.3.2015, ₹ 300
- iv) Insurance prepaid on 31.3.2015, ₹ 100
- v) Value of furniture on 1.4.2014, was ₹ 5,000 and on 31.3.2015, ₹ 5,500

Q3) Write Short Notes (any two) :

[10]

- a) Non trading concern Accounts.
- b) Financial statements.
- c) Features of Tally..
- d) Preparation of vouchers in Tally



Income and Expenditure Account for the year ending 31.3.2015

Income		Expenditure	
₹		₹	
200	By Finance fees	200	To Salaries
1,000	By Subscriptions	600	To Salaries
200	By Donations	200	To Insurance
100	By Society receipts	200	To Postage
		200	To Depreciation on furniture
		1,200	To Excess of income over expenditure
<u>1,800</u>		<u>1,800</u>	