16/05/23

Printing Pages : 3

Paper Code: C010401T
(C) (SVSU) : 2022-2023/R

Enrollment No.

B.COM

II YEAR /IV SEMESTER EXAMINATION

INCOME TAX LAW AND ACCOUNT

[Time : 03:00 Hours] [Max. Marks : 75]

SECTION-A

I Long Question : Answer Any Three [10×3=30]

1. How will you decide the residential status of an individual?
2. Explain the rules regarding partly taxable and partly exempted allowances.
3. Discuss the procedure for computation of capital gain.
4. Explain the provision related to Gratuity under Income Tax Act.
5. Explain the provision under what circumstances is the income of one person treated as the income of other person?
6. Explain the provision regarding set –off of losses while computing the total income.

SECTION-B

II. Short Question: Answer any Five [5×6=30]

1. Define the Person under section 2(31) under the income tax Act 1961
2. Explains the term agriculture income.

[P.T.O.]

3. How to calculate exemption for HRA.

4. What are the types of Provident funds? Explain

5. Explain the types of capital gain.

6. Write short note on self occupied house and unrealised rent.

7. Explain deduction 80G

8. From the following calculate Net Annual Value?

Municipal Rental Value	Rs.30,000
Fair Rental Value	Rs. 36,000
Standard Rent	Rs. 37,000
Actual Rent	Rs. 4,000 per month

Municipal tax Rs. 1,500 is paid by the owner

SECTION-C

III. Objectives Question: Answer All Question **[15×1=15]**

1. In which year Income Tax was levied in India for the first time?
2. Previous year started from ________________
3. What is the amount of Children hostel allowance is exempt up to per month per child for two children?
4. Mr. Ram owns a house property. He lent it to Laxman at`10,000 p.m. Laxman sublet it to Mr. Maruti on monthly rent of`20,000 p.m. Rental income of Laxman is taxable under the head

   a. Income from Salary

   b. Income from Other Sources

   c. Income from House Property

   d. Income from Business

5. Income of a minor child is included in the total income of:
   a. Transfer of assets   b. Father
   c. Parents whose income is greater   d. None of these
6. Short term capital loss can be set-off against:
   a. Short term capital gain
   b. Long-term capital gain
   c. Income under any other head
   d. Either (a) or (b)
7. CII stands for............
8. There are types of capital Assets
   a.2   b. 3   c. 4   5.5
9. The sum of various heads is called as ____________
10. Annual Value of self occupied house will be........
11. Who is assessee in case of a HUF?
   a.Father b.Spouse c.Karta d.Deemed Karta
12. The year in which the income is earned is known as.....
13. Long term capital loss can be set off from........
14. HUF stands for............
15. Under Income tax act Person means
   a. Hindu Undivided family b. Company
   c. Local Authority d. All of the above

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16/05/23

Printing Pages : 3 Paper Code : B. Com-401 Carry Over (C) (SVSU:2022-2023/C)

ENROLLMENT NO. | | | | | | | | | | | | | |

B.Com

2nd YEAR EXAMINATION

RESEARCH METHODOLOGY

[Time : 3:00 Hours] [Max. Marks : 70]

I Long Question : Answer Any Three [10×3=30]

1. Define research and Research Methodology. Elaborate the Research process in detail.
2. Discuss Differences between Primary and Secondary Data. Categorize different sources of Secondary Data.
3. Design a Questionnaire to collect data on the consumer preferences in cold drinks product category.
4. What is Data analysis? Explain how it is conducted briefly.

II. Short Question: Answer any Five [5×5=25]

1. Compare Bar and Pie Diagrams. Explain how they are used in analyzing Data.
1. Discuss comparative scales
8. Discuss differences between questionnaire and schedule
3. What is Measurement & Scaling? Compare different types of Scales.
4. Differentiate between Exploratory, Descriptive and Causal Research Designs.
5. Discuss different types of research.
6. Discuss the structure of a report. Explain the use of references.
7. Discuss differences between sample and census study
8. Compare different types of probability sampling methods.

III. Objectives Question: Answer All Question [15×1=15]

1. Which one among the following variables cannot be expressed in quantitative terms?
   a. Numerical Aptitude
   b. Marital Status
   c. Socio-economic Status
   d. Professional Attitude
2. The formidable problem that follows the task of defining the research problem is the preparation of the design of the research project, popularly known as the ___________ [P.T.O.]

a. Problem Statement
b. Research Design
c. Sample Design
d. Sampling Design

3. Which one among the following phrases does not correspond to the meaning of research as a process?
   a. Problem Solving
   b. Trial and Error
   c. Objective Observation
   d. Systematic Activity

4. Attributes of objects, events or things which can be measured are called
   a. Data
   b. Variables
   c. scale
   d. None of the above

5. Research which gives solution for business related problems is called
   a. Qualitative
   b. Quantitative
   c. Pure
   d. Applied

6. Event A can be inferred to cause event B if…
   a. Whenever A happens, B happens.
   b. If A doesn't happen, B doesn't happen either.
   c. A happens before B.
   d. All of the above.

7. In an experiment, the group that does not receive the intervention is called:
   a. The experimental group
   b. The participant group
   c. The control group
   d. The treatment group

8. Field study is related to
   a. Real life situations
   b. Laboratory situations
   c. Experimental situations
   d. None of the above

9. Which of the following is a method of probability sampling?
   a. Cluster sampling
   b. Quota sampling

c. All of the above
d. None of the above

10. __________ method requires a person known as the interviewer asking questions generally in a face-to-face contact to the other person or persons.
a. Personal interview
b. Face to Face Interview
c. Telephonic Interview
d. Observation

11. A set of all units of interest in a study is called:
a. Sample
b. Population
c. Parameter
d. Statistic

12. There is a trade off between the degree of confidence and the degree of ____________with a sample of fixed size.
a. Deviation
b. Precision
c. Reliability
d. Error

13. Which of the following statements are true?
a. The larger the sample size, the larger the confidence interval
b. The smaller the sample size, the greater the sampling error
c. The more categories being measured, the smaller the sample size
d. A confidence level of 95 percent is always sufficient

14. Which of the following is true of observations?
a. It takes less time than interviews
b. It is often not possible to determine exactly why people behave as they do
c. Covert observation raises fewer ethical concerns than overt
d. All of the above

15. All the following are strengths of focus groups EXCEPT:
a. They allow access to a wide range of participants
b. Discussion allows for the validation of ideas and views
c. They can generate a collective perspective
d. They help maintain confidentiality

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25/05/23

Printing Pages : 3

Paper Code: B.com-404

(A) (SVSU) : 2022-2023/ℂ

Enrollment No.

B.com-

IInd Year IVth SEMESTER EXAMINATION

Subject Name:- Human Resource Management

[Time:- 3 Hrs] [Max. Marks:-70]

I. **Long Question : Answer any three** [10 X 3= 30]

1. Explain the relevance of Training in Human Resource Management and also explain the types of training.
2. Explain Manpower-planning with its nature and process.
3. Define Training with all its types in detail.
4. Explain Performance appraisal with all its methods.

II. **Short Question : Answer any Five** [5X5= 25]

1. Discuss the functions of HR Manager.
2. Define Recruitment with its types.
3. Explain Job Analysis with its process.
4. Discuss Grievance with Step-Ladder method.
5. Define Strategic HRM (SHRM).
6. Discuss Interview with any two types of it.

III. **Objectives Question: Answer all Question** [15X1= 15]

S. N.	Questions	Option A	Option B	Option C	Option D
1	What can be defined as a written record of the duties, responsibilities and conditions of job	Job-description	Job specification	Job profile	None of the above
2	360- degree feedback enhances the quality of for which decision	HR	Management	HRD	All of the above

[P.T.O.]

3	What involves one to one discussion between the participant and administrator	Counseling	Training	Motivation	All of the above
4	Which among all is not the component of human resource management	Manpower-planning	Recruitment	Selection	Management by objective
5	Which among all is not the type of Training	Coaching	Mentoring	Vestibule	Graphic rating
6	Job analysis is the combination of	Job description and job specification	Training and development	Ranking method and critical incident	Recruitment and Selection
7	The meaning of the acronym HRM is	Human Relations Management	Humanistic Resource Management	Human Resource Management	Human Resourceful Management
8	HR professional should apply risk management techniques to the different aspects of	HR Strategies	HR Competencies	Both (A) and (B)	None of the above
9	Who suggests Human Resource Strategy in itself may not be effective.	Peter Drucker	Tony Groundy	John Zimmerman	Anonymous
10	Finding ways to reduce ________ is a key responsibility of management.	Dissatisfaction	Uncertainty	Stress	None of the above

11	Which executives take a full part in the strategic planning process.	Training & Developm ent	Human Resource	Quality Control	Productio n
12	What is defined as the record of outcomes produced on a specific job function or activity during a specific time period.	Performan ce	Work function	Evaluatio n	None of the above
13	The process of analyzing jobs from which job descriptions are developed are called	Job analysis	Job evaluation	Job enrichme nt	Job enlargem ent
14	Treating employees as precious human resources is the basis of the which approach	Hard HRM	Soft HRM	Medium HRM	Utilitarian approach
15	HRM is	Employee oriented	Employer oriented	Legally oriented	None of the above

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18/05/23

Printing Pages : 2 Paper Code: C010402T (B) (SVSU) : 2022-2023/R

ENROLLMENT NO.

B.Com

2nd YEAR 4th SEMESTER EXAMINATION

FUNDAMENTALS OF MARKETING

[Time : 03:00 Hours] [Max. Marks : 75]

I. Objectives Question: Answer All Question [15×1=15]

S.NO.	Question	Option A	Option B	Option C	Option D
1	Who is the Father of Modern Marketing?	Philip Kotler	Peter F Drucker	Abraham Maslow	Raymond Kroc
2	According to Philip Kotler marketing is	Late 1800s	After the second world war	In the 1920s	Early 20^{th} century
3	Which of the following describes "diversification"?	New products in new markets	Existing products in an existing market	Existing products in new markets	Existing products in an existing market
4	Using a successful brand name to launch a new product in a different category is called?	Line extension	Brand expansion	Brand extension	Branding
5	Which marketing channel makes the products available to end users without intermediaries?	Indirect channel	Direct channel	Dynamic channel	Flexible channel
6	The advantage of marketing is to:	Consumers	Businessmen	Manufactures	All of Above
7	Marketing concept is:	Production-oriented	Sales-oriented	Customer-oriented	All above
8	Which one is not a part of the 4 Ps?	Product	People	Price	Place
9	The term "Marketing" refers to?	Promotion of the product	Focusing on sales and profit	Strategizing and implementing the organization process	Set of activities to deliver customer value and satisfaction

[P.T.O.]

10	In the evolution of marketing the production period ended in ?	A science	An art	Both science and art	None of the above
11	Achieving strategic marketing objectives using marketing plans and strategies is called?	Target achievement	Marketing implementation	Market penetration	Goal setting
12	The major objective of any marketing activity is to?	Sell	Promote	Create	Increase awareness
13	Marketing is a process which aims at __	Production	Profit-making.	The satisfaction of customer needs	Selling products
14	Which is not the function of marketing:	Sales	Purchases	Education	Transportation
15	Importance of marketing concept is for:	Society	Consumers	Producers	All above

II. Short Answer Questions (Any six) **(5x6=30)**

1. Explain characteristics of Marketing
2. Explain characteristics of Retailing.
3. What are the 4 Ps of marketing mix?
4. What is the role of distribution channel in Marketing?
5. What is the importance of positioning?
6. What are the factors that influence consumer buying decision?
7. Explain nature & importance of Promotion.

III. Long answer questions (Any three) **(10x3=30)**

1. Explain Internal & External environment of Marketing.
2. Explain consumer buying process.
3. Explain new product development process.
4. What are the factors that affect distribution channel?

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19/05/23

Printing Pages : 2 Paper Code: B.COM-402(Carry Over) (C) (SVSU) : 2022-2023/C

ENROLLMENT NO.

B.COM

IInd YEAR IV SEM. EXAMINATION

CORPORATE ACCOUNTING

[Time: 3:00 Hours] [Max. Marks: 70]

I Long Question: Answer Any Three [10×3=30]

1. Differentiate between :
   a. Capital Reserve And Reserve Capital.
   b. Public Company & Private Company.

2. How a company can invite their prospective clients or customers to become a share holder and a debenture holder, explain the full procedure in detail ?

3. Explain the different procedure for winding up of companies?

4. ABC Co. Ltd. listed in NSE. Company formed in 2010, under Authorized Shares 100,000 of worth 100 each. Company has decided to raise equity finance by issuing 20,000 equity shares at a Premium of Rs. 20 per share payable as follows: on Application Rs. 30; on Allotment Rs. 50 (including Premium); on First Call Rs. 20 and on Final Call Rs. 20. Applications were received for 24,000 of equity shares. 4,000 Applications were refunded and were transfer the ownership to all other applicants. Mr. Khan, the holder of 1,000 shares, failed to pay First Call Money. On his subsequent failure to pay the Final Call Money, the shares were forfeited. After forfeiture, 500 shares reissued at 90 each. Show the Journal entries.

5. Write a short note on: 1. Pro-rata Allotment 2. Purchase consideration 3. Redeemable Debentures

   4. Convertible Debentures. 5. Liquidator

II Short Question: Answer any Five [5×5=25]

1. What are the functions of the liquidators?
2. Define Purchase Consideration.
3. Explain any four types of preference shares
4. Differentiate between amalgamation and absorption.
5. Why liquidator is appointed at the time of winding of a company?
6. Briefly explain types of equity shares.
7. What is a subsidiary company?
8. Write the conditions of Redemption of debentures in the view point of redemption.
9. Write the journal entries for forfeiture and reissue of shares by assuming figures.
10. Write a short note on P&L Appropriation Account and give a specimen of it.

III Objectives Question: Answer All Question [15×1=15]

1. The liability of every shareholder of a company is limited. (T/F).
2. Preference shareholders are Customers for the company.(T/F).

[P.T.O.]

3. Debenture holders are Debtors of the company. (T/F)
4. Discount on issue of debentures should be shown on the as Expenses in the statement of P&L. (T/F)
5. Transfer to capital redemption reserve account is not allowed from Workmen's Accident fund A/c. (T/F)
6. A company wishes to pay dividend on shares, general reserve may be used for this purpose. (T/F)
7. In Shares form the profits of the company are distributed amongst the shareholders. (T/F)
8. Liquidator's statement of receipts and payment is know as Liquidator's final statement of account. (T/F)
9. If Company A purchases the majority shares of Company B, then combination of this would be referred to as amalgamation. (T/F)
10. In amalgamation of two companies:
    a. Both companies lose their existence
    b. Both companies continue
    c. Any one company continues
    d. None of the above
11. Holders of preference shares will have a right to vote if the dividend remains in arrears for a period not lessthan2 years. (T/F)
12. Premium on issue of shares can be used for writing off capital losses. (T/F)
13. Preference dividend is to be paid before the payment of interest on debentures.(T/F)
14. The liquidator has a legal right of forfeiting the shares of those who fail to pay the amount due. (T/F)
15. Equity shareholders are creditors for the company. (T/F)

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26/05/23

Printing Pages : 1 Paper Code: M010401T (A) (SVSU) : 2022-2023/R

ENROLLMENT NO.

B.Com

2nd YEAR 4th SEMESTER EXAMINATION

BANKING AND INSURANCE

[Time : 03:00 Hours] [Max. Marks : 75]

I. Long Question : Answer any three [3X10=30]

1. Define Banker. Explain the general and special types of customer.
2. Who is a paying banker? What are the precautions to be taken by the paying banker?
3. What is sound lending? What are the principles of sound lending?
4. What is IRDA? Write and explain the duties,powers and functions of IRDA.

II. Short Question: Answer any five [6X5=30]

1. What role Insurance plays in financial system?
2. Write a note on any one given below.
   a. Re-insurance
   b. NEFT
3. Explain the statutory protection to a collecting banker for a holder in due course.
4. Who is a customer? When a banker and customer relationship will get start? Explain with examples.
5. Explain the different types of Bank Accounts?
6. Explain the different types of insurance products.
7. What is internet banking? What are the pros and cons of internet banking?

III. Objectives Question: Answer all Question [15X1=15]

1	Which of the following rules do not apply to banking companies?	Companies Act	Banking Regulation Act	Reserve Bank of India Act	All of the above
2	Increase in cash reserve ratio (CRR) by the RBI will result in:	Initially increase the supply but later on decrease automatically.	No impact on the supply of money in the economy	Decrease the supply of money in the economy	Increase the supply of money in the economy
3	The terms drawer. drawee and payee are associated with;	Cheques	Promissory notes	Delivery order	Hundies
4	Unless otherwise specified DD or cheques is valid for a period of;	6 months	1 year	3 months	One month
5	The drawee of a cheque is always..........	Customer	Minor	Company	Bank
6	Second nationalization of commercial banks (6 banks)was in the year	1979	1980	1984	1976
7	RBI issues currency notes on the basis of............	Minimum reserve	General reserve	Proportional reserve	Gold reserve
8	The term "Reserve" in Reserve bank of India indicates	Reserved for govt. Business alone	It keeps reserves of all commercial banks	No special significance	It keeps foreign currency
9	SBI was established in the year	1954	1956	1955	1964
10	For opening new branch of a bank should obtain the sanction of..........	Central government	State government	RBI	All the above
11	Whose signature is affixed on currency notes	President	Prime Minister	RBI governor	Finance minister
12	A post dated cheque is one which bears	A date which is not more than 6 months	Future date	An impossible date	Back date
13	An account usually maintained by businessmen in a bank is	Current account	Saving bank account	Recurring deposit account	None of these
14	The banker will refuse payment against	Post dated cheque	Mutilated cheque	Insufficient fund in a/c	All of these
15	A cheque bearing a back date from the date of issue is	Stale cheque	Post dated cheque	Marked cheque	Ante dated cheque

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22/05/23

Printing Pages : 2 | Paper Code : VOC-4-OM | (C) (SVSU:2022-2023/R)

ENROLLMENT NO.

BCOM
II YEAR IV SEMESTER EXAMINATION
OFFICE MANAGEMENT

[Time: - 3 Hrs] [Max. Marks:-75]

I. Long Question : Answer any three **[3 X 10= 30]**

1. "The office has an important role to play in the management of business enterprise in India." Discuss
2. What are the objectives of office mechanization? What are the advantages and disadvantages of office mechanization?
3. What is the importance of measurement of office work? What are the different ways of measurement?
4. What are the benefits of work standards? Explain the techniques of setting work standards?
5. Define Office. Write and explain the primary and administrative functions of Office?

II. Short Question: Answer any six **[6X5=30]**

1. List the information for the administrative post which an "Office Manual" should contain.
2. What is paperless office? Write the importance of paperless office?
3. Explain the working of back and front office.
4. What is filing? Write the importance and essentials of good filing system.
5. What is office? What are the types of forms used in the business organization?
6. What is office record management? Explain the importance of record keeping management.
7. What are the principles of forms designing?

III. Objectives Question: Answer all Question **[15X1= 15]**

SN	Question	Option A	Option B	Option C	Option D
1	Files may be marked zone wise — north, south, east and west.	Numerical Filing	Guard Book	Geographical Filing	Spike File
2	The method is used in Post Office for sorting letters.	Spike File	Numerical Filing	Guard Book	Pigeon Hole
3	_ protects the documents against the possible losses and damages.	Numerical Filing	Geographical Filing	Objective of Filing	Spike File
4	Departmental secrecy is maintained is	Merit of decentralized filing	disadvantage of filing	Demerit of centralized filing	None of the above
5	Delay in supplying information to departments is	Advantage of filing	Demerit of centralized filing	Merit of decentralized filing	None of the above
6	All office records are to be preserved for future reference.	Indexing	Keeping	destroying	Filing

[P.T.O.]

7	The___ system should be capable of expansion if needed.	Role of a good filing system.	Base of good filing system.	Characteristic of a good filing system.	Demerit of filing system.
8	A projector can be used to enlarge images on to a screen or wall for audience to view	TRUE	FALSE	May be	Can't say
9	A Risograph is best appropriate for	high speed digital printing and copying	reducing the time information is organized	allowing information to be copied between services	providing documents in short time span
10	A Guillotine	works similar to a photocopier	can reproduce information similar to risograph	performs similar functions to that of a shredder	All of the above
11	The file organization that have no ordering of records is called	Heap file organization	cluster file organization	Hashing file organization	sequential file organization
12	The file organization in which records are stored in a logical order is known to be	cluster file organization	Hashing file organization	sequential file organization	Heap file organization
13	In hashing file organization a hash function is calculated on some	Attribute of each record	Attribute of method	Attribute of relation	Attribute of sequence
14	In a sequential file organization the records are stored according to the value of	records entry	records elimination	search key	function
15	The organization in which records are placed anywhere in the file, where there is free space for the recorded is referred to as	Heap file organization	cluster file organization	Hashing file organization	sequential file organization

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27/05/23

Printing Pages : 2 | Paper Code: SEC 03 | (C) (SVSU) : 2022-2023/C

Enrollment No. | | | | | | | | | | | | | |

BCOM

II YEAR IV SEMESTER EXAMINATION

ENTREPRENEURSHIP FOR SMALL BUSINESS MANAGEMENT

[Time: - 3 Hrs] [Max. Marks:-70]

I. Long Question : Answer any three [3X 10= 30]

1. Define Intrapreneurship. Write the characteristics and process of Intrapreneurship.
2. What is sustainability? Is it an important concept? How can the entrepreneurial support system promote entrepreneurial sustainability?
3. What is NIESBUD. Write and explain the objectives and functions of NIESBUD.
4. What is resource mobilization? Write and explain the types of resource mobilization for startup.
5. Define social entrepreneurship. Write and explain the role and types of social entrepreneurship.

II. Short Question: Answer any five [5X5=25]

1. What is international Entrepreneurship? Give any 2 Famous Examples Of International Entrepreneurs
2. What is Self Help Group? Mention its scope and Importance.
3. Write a short note on Development Institute of India (EDII)
4. What are the Significance of writing the business plan
5. Who are cultural entrepreneurs?Why do we need more cultural entrepreneurship ventures?
6. What are the Barriers to International Entrepreneurship
7. What is Ecopreneurship? What are the driving forces behind Ecopreneurship?

III. Objectives Question: Answer all Question [15X1= 15]

Sl No	Question	Option A	Option B	Option C	Option D
1	An individual who has prior business ownership experience is called a(n) ______________ entrepreneur.	Novice	Habitual	Serial	Portfolio
2	All of the following are popular demographic factors about entrepreneurs that have been studied EXCEPT:	Self-confidence	Gender	Education	Family birth order
3	The three main responsibilities involved with managing an entrepreneurial venture once it's up and running include all of the following EXCEPT:	Managing processes	Managing people	Managing bureaucracy	Managing growth
4	From the following which one is not classification of entrepreneurs according to the types of business?	Wholesale trade	Retail trade	Exporter	Rural entrepreneur

5	We need to update the business plan because	Environmental factors and internal factors can change the direction of the plan	Goals set by the entrepreneurs may be unreasonable	Goals may not be measurable	Goals may not be specific
6	Industry analysis should include information on –	Market size of competitor's product	Growth rate of suppliers	New product entry	Economic conditions
7	Entrepreneurs are............................	Moderate risk taker	High risk taker	Avoidance	Both (B) & (C)
8	The purpose of all good small business strategy is________.	to increase turnover	to increase profitability	to achieve competitive advantage	to achieve stated objectives
9	Which of the following is a recognized disadvantage of setting up as a start-up as compared with other routes to market entry?	less satisfaction of the owners	Less help from various agencies.	there are more funds required	There is a high failure rate.
10	Someone legally appointed to resolve the financial difficulties of an insolvent firm is called__________. A. . B. C. D.	an administrator	a predator	an auditor	a turnaround consultant
11	________ is the first development bank of the country.	ICICI.	IDBI.	SFC.	IFCI.
12	IFCI stands for__________.	Industrial finance corporation of India.	Institutional finance corporation of India.	Industrial funding corporation of India.	Indian finance corporation and institution.
13	SIDBI was set up as a subsidiary of________.	IDBI.	IFCI.	ICICI.	SFC.
14	Which of the following is a function of SIDBI?	Extension of seed capital.	Discounting of bills.	Providing factoring services.	All of the above.
15	The business development department of SIPCOT guides entrepreneurs in ______.	Applying for licenses.	Approval on collaboration.	Allocation of scarce raw materials.	All the above.

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20/05/23

(B) (SVSU:2022-2023/R)

Printing Pages : 2 Paper Code : C010404T

ENROLLMENT NO. | | | | | | | | | |

B. COM.

2ND YEAR , 4TH SEMESTER, EXAMINATION

FUNDAMENTALS OF ENTREPRENEURSHIP

[Max. Marks : 75]

[Time : 3:00 Hours]

[10 X 3= 30]

I. Long Question : Answer any three

1) What is the need of Entrepreneurship? Explain with its need and characteristics.
2) What is EDP? Explain the objectives and need of EDP in India.
3) Define the nature, objectives and importance of Small Business.
4) Define the need types and sources of raising of funds.
5) Define Women Entrepreneur? What are the problems faced by Woman Entrepreneurs in India?

[5X6= 30]

II Short Question: Answer any Six

1. Define the role of Financial Institutions in financing small business
2. Define the functions Entrepreneurship?
3. Distinguish between Entrepreneur and Intrapreneur.
4. What are the Important Skills every Entrepreneur needs to succeed?
5. Discuss the role of entrepreneur in social responsibility.
6. What are the ScopeofOpportunitiesforWomenEntrepreneurs?
7. Explain any four Entrepreneurship theories.
8. Define the main types of Entrepreneurship

[15X1= 15]

III Multiple Choice Questions

1. Which could provide an individual with the motivation to start a new business venture?
   A. The financial rewards.
   B. A desire to be independent.
   C. Risk-taking
   D. All the above.
2. An individual who initiates, creates and manages a new business can be called ________.
   A. A leader
   B. A manager
   C. An entrepreneur
   D. A professional
3. Why are small businesses important to a country's economy?
   A. They give an outlet for entrepreneurs.
   B. They can provide specialist support to larger companies.
   C. They can be innovators of new products.
   D. All the above.

4. Which of the following is the reason for business failure ________.
   A. market research.
   B. Poor financial control.
   C. Effective management.
   D. All the above.

5.The use of informal networks by entrepreneurs to gather information is known as ________.
   A. Secondary research.
   B. Entrepreneurial networking.
   C. Informal parameters.
   D. Marketing

6.Innovation can best be defined as________.
   A. the generation of new ideas.

[P.T.O.]

B. the evolution of new ideas.
C. the opposite of creativity.
D. the successful exploitation of new ideas.
7. Which of the following statements is false?
A. Market segmentation is a useful process for small businesses to undertake.
B. Selling is essentially a matching process.
C. A benefit is the value of a product feature to a customer.
D. It is a good idea for small businesses to compete solely on price.
8.. EDPs course contents contains ___________.
A. General introduction to entrepreneurs.
B. Motivation training.
C. Managerial skills.
D. All the above.
9.The term ___________ denotes bonus or financial aid which is given by a government to an industry to help it compete with other units
A. Incentive.
B. Subsidy.
C. Bounty.
D. Concession.
10.Which of these is not a type of entrepreneurship?
A. Small business entrepreneurship
B. Scalable entrepreneurship
C. Large scale entrepreneurship
D. Intrapreneurship
11. Which of the following are described as one of the Big Five personality traits?
A. tolerance of others.
B. need for achievement.
C. propensity to leadership.
D. locus of control.
12. Which of the following is least likely to influence the timing of new business births?
A. Government policies.
B. Profitability.
C. Consumer expenditure.
D. Weather conditions.
13.IFCI stands for___________.
A. Industrial finance corporation of India.
B. Institutional finance corporation of India.
C. Industrial funding corporation of India.
D. Indian finance corporation and institution.
14. Which of the following is a recognized disadvantage of setting up as a start-up as compared with otherroutes to market entry?
A. less satisfaction of the owners.
B. less help from various agencies.
C. there are more funds required.
D. there is a high failure rate.
15.The purpose of all good small business strategy is ___________.
A. to increase turnover.
B. to increase profitability.
C. to achieve competitive advantage.
D. to achieve stated objectives.

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24/05/23

Printing Pages : 2

Paper Code: B. COM. (H)-405 (A) (SVSU) : 2022-2023/R

Enrollment No. | | | | | | | | | | | | |

B.COM(H)

2ND YEAR, 4TH SEMESTER EXAMINATION
PROJECT MANAGEMENT

[Time : 3:00 Hours] [Max. Marks : 70]

I. Long Question: Answer Any Three **[10X3= 30]**

1. What do you understand by SWOT Analysis? Explain with the help of example.
2. Explain Project Life Cycle and discuss it with the help of example.
3. Discuss the difference between Payback period & Discounted Payback Period.
4. Discuss the different techniques to evaluate project investment.

II. Short Question: Answer Any Five **[5 X5 =25]**

1. Define Project Management
2. What is the importance of market survey in project identification?
3. What do you understand by Project rating index?
4. How is the data collected for market survey for project evaluation?
5. Discuss the different project charts & layouts.
6. Explain the concept of SCBA. Give its importance

III.Objective Type Questions: Answer all Questions **[15 X 1= 15]**

QUESTION	Option A	Option B	Option C	Option D
1. How can organizational structures that are characterized by democratic and inclusive styles of management be described?	Hierarchical	Bureaucratic	Flat	Functional
2. What is the term for an autonomous business entity within an overall corporate enterprise which is set apart from other areas of the business?	Subsidiary	Strategic partnership	Strategic alliance	Strategic business unit
3. Which of the following is the process of understanding the knowledge, skills, and abilities needed to manage a task and then matching the team members with the right skills to do that work?	Benchmarking	Expediting	Procurement	Delegation
4. Risk must be considered in the _____ phase and weighed against the potential benefit of the project's success in order to decide if the project should be chosen.	completion	execution	planning	initiation

[P.T.O.]

5. While assessing your project processes, you have identified some uncontrolled process variations. Which of the following would be the appropriate chart you may use for this purpose?	Pareto diagram	PERT chart	Control chart	HR personnel chart
6. A horizontal bar chart that shows project tasks against a calendar is called	Milestone	goal	Gantt chart	PERT chart
7. Which from the following is NOT a tangible element?	Fixtures	Trademarks	Monetary assets	Stockholder equity
8. Assembling project team and assigning their responsibilities are done during which phase of a project management?	Initiation	Planning	Execution	Closure
9. The PERT in project management means program evaluation and _____ technique.	Resource	reconciliation	reconsideration	review
10. Who is named as Father of Value Analysis?	Lawrence D. Miles	George Terborgh	Michael Jucius	Edwin B. Flippo
11. A critical path network diagram does NOT:	Help determine the amount of float	Identify the particularly important activities	Calculate earned value	Calculate the duration of the whole project
12. An uncertain event or condition that, if it occurs, has a positive or negative effect on a project objective is termed.	Random Chance	Disaster	Risk	Hazard
13. Which is the first stage in the project management model?	Understanding the project environment	Project definition	Project control	Project planning
14. A good starting point for developing time and cost estimates is	Past experience	Work packages	Task analysis	Time and motion studies
15. Typical kinds of costs found in a project include	Direct costs	Project overhead costs	General and administrative costs	A, B, and C are all included

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22/05/23

Printing Pages : 2 Paper Code: B.Com (H)-402 (C) (SVSU) : 2022-2023/R

Enrollment No.

B.Com (H)

2^{ND} YEAR/4^{TH} SEMESTER EXAMINATION

BUSINESS STATISTICS

[Time : 3:00 Hours] [Max. Marks : 70]

I Long Question: Answer Any Three [10×3=30]

1. Find the mode of the students from the following data:

Marks (less than)	10	20	30	40	50	60	70	80
No. Of students	25	40	60	75	95	125	190	240

2. Compute a Price Index for the following by (i) Simple Aggregative Method, and (ii) Average of Price Relative Method :

Commodities	A	B	C	D	E	F
Price in 2009 (Rs.)	20	30	10	25	40	50
Price in 2014 (Rs.)	25	30	15	35	45	55

3. Calculate the Q3 from the following data:

X	5	10	15	20	25	30	35	40	45
F	5	4	7	8	6	5	4	8	7

4. Calculate the median from grouping method from the following data:

Marks	f
10 - 20	8
20 – 30	5
30 – 40	4
40 – 50	7
50 – 60	6
60 – 70	9
70 – 80	5
80 – 90	8

II. Short Question: Answer any Five [5×5=25]

1. Explain what do you understand by time series analysis? Why Time series is considered an effective tool of forecasting?
2. Calculate the regression from the following data:

X	4	8	5	7	4	2	5	8	9
y	9	6	5	8	7	4	2	4	5

3. Calculate the mean from the following data:

X	10	20	30	40	50	60	70	80	90
f	5	8	6	5	2	1	7	8	5

4. Explain the grouping methods of mode.
5. What do mean by diagrammatic presentation of data? Explain the types and advantages of it.
6. Calculate the correlation from the following data:

X	5	2	4	7	8	4	2	6	8
y	5	7	8	3	2	6	5	7	4

7. Calculate the mean deviation from the following data:

X	5	8	7	4	5	3	6	2	8
f	5	2	4	8	7	5	2	4	5

[P.T.O.]

III. Objectives Question: Answer All Questions **[15×1=15]**

1. The measures of dispersion can never be:

A. Positive B.Zero C.Negative D.Equal to 2

2. Which of the following is an absolute measure of dispersion?
A. Coefficient of variation B.Coefficient of dispersion C.Standard deviation D.Coefficient of skewness
3. If the observations of a variable X are, -4, -20, -30, -44 and -36, then the value of the range will be:
A. -48 B.40 C.-40 D.48
4. To compare the variation of two or more than two series, we use
A. Combined standard deviation B.Corrected standard deviation C.Coefficient of variation D.Coefficient of skewness
5. Which of the following measures of dispersion is expressed in the same units as the units of observation?
A. Variance B.Standard deviation C.Coefficient of variation D.Coefficient of standard deviation
6. The standard deviation is independent of:
A. Change of origin B.Change of scale of measurement
C. Change of origin and scale of measurement D.Difficult to tell
7. The slope of the regression line of Y on X is also referred to as the:
A. Regression coefficient of X on Y B.The correlation coefficient of X on Y
C. Regression coefficient of Y on X D. Correlation coefficient of Y on X.
8. Choose the least likely assumption of a classic normal linear regression model?
A. The independent variable and the dependent variable have a linear relationship.
B. The independent variable is normally distributed.
C. There is no randomness in the independent variable.
D. None of the preceding.
9. The correlation coefficient is?

A. The square of the coefficient of determination B.Can never be negative

C. The square root of the coefficient of determination. D.The same as r square

10. The correlation for the values of two variables moving in the same direction is
A. Perfect positive B.Negative C.Positive D.No correlation.
11. Who introduced the term 'regression'?
A. Karl Pearson B.R.A Fischer C.Croxton and Cowden D.Francis Galton.
12. The correlation coefficient describes
A. Only magnitude B.Both magnitude and direction C.Only direction D.None of the preceding options.
13. Which of the given plots is suitable for testing the linear relationship between a dependent and independent variable?
A. Barchart B.Scatter plot C.Histograms D.All of the above.
14. Which of the given strategies helps provide the prediction mechanism by analysing the relationship between two variables?
A. Regression B.Standard error C.Correlation D.None of the preceding.
15. Choose the correct example for positive correlation.
A. Weight and income B.Price and demand C.The repayment period and EMI D.Income and expenditure

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16/05/23

Printing Pages : 2 Paper Code : B. Com-(Hons.)-401 (C) (SVSU:2022-2023/R)

ENROLLMENT NO.

B.COM-(Hons.)

II^nd YEAR IV Semester EXAMINATION

RESEARCH METHODOLOGY

[Time :- 3 Hrs] [Max. Marks:-70]

I. **Long Questions : Answer any three** [10x3= 30]

1. Select a suitable research topic on education' State different steps of doing the research by the descriptive method.
2. What are the essentials of a good questionnaire? Draft a suitable questionnaire to know the buying habits of rural people?
3. Define Population and Sample. Why are they important in research? Discuss about the (1) Stratified Random Sampling, (2) Cluster Sampling technique.
4. Describe preliminary main body and reference sections of a research report with necessary illustration. Discuss the importance of writing a research report?

II. **Short Questions: Answer any five** [5X5=25]

1. What is the meaning of Qualitative Research and Quantitative Research with examples?

2. Describe the precautions that the researcher should take while interpreting the findings

3. Explain the meaning of Research Hypothesis in context of research design.

4. Write a short note on Nominal Scale and Ordinal Scale.

5. Enumerate Basic Research, Fundamental Research and Applied research?

6. How a researcher develops a Questionnaire?

7. Discuss the main points to be kept in mind while drafting a business project report.

I. **Objectives Questions: Answer all Questions** [15X1=15]

1. Conference proceedings are considered as ______documents.
a) Conventional b) Primary
c) Secondary d) Tertiary

2. Information is ________
a) Raw Data b) Processed Data
c) Input Data d) Organized Data

3. Which of the following is an example of primary data?
a) Book b) Journal c) News Paper d) Census Report

4. A question which requires a solution is ....
a) Observation b) Problem c) Data d) Experiment

[P.T.O.]

5. Questionnaire is a:
a) Solution b) Measurement technique
c) Problem formulation d) Tool for data Collection

6 ………. is "systematically conceptual structure of inter related elements in some schematic form"
a) Concept b) Variable c) Model d) Facts

7 The method by which a sample is chosen
a) Unit b) design c) Random d) Census

8 Research conducted to find solution for an immediate problem is …………
a) Fundamental Research b) Analytical Research
c) Survey. d) Action Research

9 Fundamental Research is otherwise called
a) Action Research b) Survey c) Pilot study d) Pure Research

10 A research which follows case study method is called
a) Clinical or diagnostic b) Causal
c) Analytical d) Qualitative

11 Research conducted in class room atmosphere is called
a) Field study b) Survey
c) Laboratory Research d) Empirical Research

12. Research through experiment and observation is called
a) Clinical Research b) Experimental Research
c) Laboratory Research d) Empirical Research

13 ………….. is a way to systematically solve the research problem
a) Technique b) Operations
c) Research methodology d) Research Process

14. The first step in formulating a problem is
a) Statement of the problem b) Gathering of Data
c) Measurement d) Survey

15. A research paper is a brief report of research work based on
a) Primary data only b) Secondary data only
c) Both (a) & (b) d) None of the above

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19/05/23

(A) (SVSU) : 2022-2023/R

Printing Pages : 2 Paper Code: B.Com (H)-403

ENROLLMENT NO.

B.COM. (H)
II YEAR IVth SEMESTER EXAMINATION
FINANCIAL MANAGEMENT

[Time:- 3 Hrs] [Max. Marks:-70]

Note : Attempt all the questions as per given instructions

I- Multiple Choice Question [MCQ] -Attempt All [15x1=15]

1.In his traditional role a Financial Manager is responsible for-----.
A. proper utilization of funds
B. arrangement of financial resources
C. acquiring capital assets of the organization
D. efficient management of capital

2. …………… refers to the difference between current assets and current liabilities.
A. Differential working capital
B. Net working capital
C. Operational working capital
D. None of the above

3. Maximization of Shareholders Wealth is reflected in—
A. Sales Maximization
B. Number of Shareholders
C. Market Price of Equity Shares
D. none of the above

4. Finance function involves:
A. Procurement of finance only
B. Expenditure of funds only
C. Safe custody of funds
D. Procurement and effective utilization of funds

5. Which decisions are taken by the financial manager?
A. Investment Decisions
B. Financing Decisions
C. Dividend Decision
D. All the above

6. Which of these is not a part of Capital Structure?
A. Equity Shares
B. Debentures
C. Short-term borrowings
D. Bonds

7. To get a broad idea of the risk profile of a business, one should look at their
A. Capital structure
B. Dividend policy
C. Profit and loss statement
D. None of the above

8. Which of the above factors helps to determine the capital structure of a firm?
A. Government policies
B. Degree of Control
C. Cost of capital
D. All of the above

9. Capital Structure is mentioned in the company's
A. Trading account
B. Profit and Loss Account
C. Balance sheet
D. Profit and loss appropriation account

10. _____ is the cost that has already been incurred for financing a particular project.
A. Future Cost
B. Historical Cost
C. Implicit Cost
D. Opportunity Cost

[P.T.O.]

11. The cost of equity share capital is greater than the cost of debt because ___________.
- A. Equity shares carry a higher risk than debts
- B. The face value of equity shares is lower than the face values of debentures in most cases
- C. Equity shares do not provide a fixed dividend rate
- D. Equity shares are not easily saleable

12. Which of the following has an implicit cost of capital ?
- A. Equity Share Capital
- B. Preference Share Capital
- C. Debentures
- D. Retained Earnings

13. Dividend policy determines –
- A. What portion of earnings will be paid out to stockholders
- B. What portion will be retained in the business to finance long-term growth.
- C. Only (A) not (B)
- D. Both (A) and (B)

14. Capital Budgeting is a part of:
- A. Investment Decision
- B. Working Capital Management
- C. Marketing Management
- D. Capital Structure

15. A proposal is not a Capital Budgeting proposal if it:
- A. is related to Fixed Assets
- B. brings long-term benefits
- C. brings short-term benefits only
- D. has very large investment

II . Short Question-Answer any five questions. [5x5=25]

1. Explain the role of Financial Manager in the modern economy .
2. Define capital Structure . When should it be called optimum?
3. What do You mean by Marginal Cost and Average Cost ?
4. What do You mean by the Payback Period Method of Capital Budgeting ? Give its merits and demerits.
5. What do you mean by Dividend ? Also explain Proposed Dividend and Interim Dividend.
6. What do you mean by Gross Working Capital and Net Working Capital? Give their formulas.
7. A company issues 1,000 , 10% preference shares of Rs. 100 each at a premium of 10% redeemable after 5 years at par . Calculate cost of preference Capital.

III. Long Question. Attempt any three questions. [3x10=30]

1. Explain the objectives of Financial Management.
2. What do you mean by Capital Structure ? Explain various features of a sound Capital Structure.
3. Write a note on Walter's Model of Dividend .
4. What do you mean by Working Capital? Explain various factors affecting the size of Working Capital.
5. A Company is considering to purchase a machine. Two options are available for a company, machine A and B. Each machine cost Rs. 1,00,000. The cash flow before depreciation and after tax are expected to be as follows :

Year	A	B
1	30,000	10,000
2	40,000	30,000
3	50,000	40,000
4	30,000	60,000
5	20,000	40,000

Assume a discount rate of 10 %. Evaluate the two alternatives according to their Net Present Value.
[Present Value Factors at 10 % are .909 , .826 , .751 , .683 and .621]

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27/05/23

Printing Pages : 2

Paper Code: SEC-05

(B) (SVSU) : 2022-2023/R/C

Enrollment No. | | | | | | | | | | | | | |

B.COM(H)/BBA

2ND YEAR, 4TH SEMESTER EXAMINATION

PERSONAL SELLING & SALESMANSHIP

[Time : 3:00 Hours] **[Max. Marks : 70]**

I. Long Question: Answer Any Three **[10X3=30]**

Q1. Case study:-

Mr. Nithin Singhania's father has a good business of iron and steel. He wants to go to USA for his MBA but his father thinks that he should join the business. On the basis of emerging trends, do you think that Mr. Singhania should send his son to USA? Give any three reasons in support of your answer. In order to achieve t are get production of 50,000 units per month, the Production Manager of Action Shoes Ltd had to operate on double shifts. The workers are paid overtime charges. To earn higher wages workers try to go slow during normal working hours and complete their targets during overtime hours. Though the manager could achieve his target and produced 5000 units but at a higher production cost.

Questions:-

1.In your point of view, what is lacking in management?

2.Identify the values missing in the production manager and the employees of the organization.

Q2.Personal selling is a means of implementing marketing program? Explain in Brief.

Q3.What is motivation? Explain the need theory of motivation with example.

Q4.Marketing of products to customers, companies use different approaches explain these approaches?

Q5.Sale forecast can be termed as an indicator of what is likely to happen in future explain it?

II. Short Question: Answer Any Five **[5 X5=25]**

Q1. What is Problem Solving Selling?

Q2. Discuss the myth of personal selling?

Q3.Marketing of products to customers, companies use different approaches

Q4.Write a note on: Customer satisfaction

Q5.Define the steps of sale process?

Q6.Explain the characteristics of good salesman.

Q7.Difference between personal selling salesmanship and sales management.

III. Objective Question : Answer all Questions **[15 X 1= 15]**

S.No.	Question	Option A	Option B	Option C	Option D
1	The process of planning, analysing, controlling and implementing the activities of sales force is classified as	Indirect sales management	direct sales management	sales force management	persuasion management
2	The field sales force is also called as	inside sales force	outside sales force	channel intermediaries	none of the above
3.	The last step in personal selling process is	present and demonstrate	follow up	closing	approach

[P.T.O.]