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Paper Code : M.Com – 103

(C) SVSU: 2025-26/R

Enrollment No.

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M.COM

I Semester / I Year Examination

Subject Name: Economic Analysis

[Time : 03:00 Hours]

[Max. Marks : 70]

Note: 1. Attempt all the questions as per given instructions.**1. Multiple Choice Questions (MCQs)****[01×15=15]**

1. The difference between what a consumer is willing to pay and what he actually pays is known as:
 - a) Producer Surplus
 - b) Consumer Surplus
 - c) Marginal Utility
 - d) Opportunity Cost
2. Cross Elasticity of Demand refers to:
 - a) Change in demand due to change in own price
 - b) Change in demand due to change in income
 - c) Change in demand of one good due to change in price of another good
 - d) None of the above
3. Which method of demand forecasting uses past data to predict future demand?
 - a) Survey method
 - b) Statistical method
 - c) Market experiment
 - d) Delphi method
4. Demand forecasting helps a firm in:
 - a) Price determination
 - b) Production planning
 - c) Inventory management
 - d) All of the above
5. In the long run, all factors of production are:
 - A. Fixed
 - B. Variable
 - C. Constant
 - D. None
6. The point where Marginal Cost = Marginal Revenue represents:
 - A. Minimum Profit
 - B. Maximum Profit
 - C. Breakeven Point
 - D. None
7. Price discrimination is possible only under:
 - A. Monopoly
 - B. Perfect Competition
 - C. Oligopoly
 - D. Monopolistic Competition
8. Business cycles are fluctuations in:
 - A. Employment and Output
 - B. Government Spending
 - C. Agricultural Production
 - D. None
9. A demand curve that is parallel to the X-axis represents:
 - A. Perfectly Elastic Demand
 - B. Perfectly Inelastic Demand
 - C. Unitary Elastic Demand
 - D. None of these

10. The short-run production function is governed by:
 - A. Law of Variable Proportion
 - B. Law of Returns to Scale
 - C. Both A and B
 - D. None
11. The kinked demand curve is associated with:
 - A. Monopoly
 - B. Oligopoly
 - C. Perfect Competition
 - D. Duopoly
12. The sum of Marginal Product divided by total input gives:
 - A. Total Product
 - B. Average Product
 - C. Marginal Product
 - D. Constant Product
13. If demand increases by 10% when price falls by 5%, elasticity of demand is:
 - a) 0.5
 - b) 2
 - c) 1.5
 - d) 3
14. The point where Total Cost = Total Revenue is called:
 - a) Equilibrium point
 - b) Break-even point
 - c) Marginal point
 - d) Supply point
15. In perfect competition, a firm is:
 - a) Price maker
 - b) Price taker
 - c) Price fixer
 - d) None

2. Answer in long (any three)

[10×3=30]

1. Examine the features of monopoly and explain how a monopolist determines price and output.
2. Discuss the concept and the importance of Elasticity of Demand in managerial decision-making.
3. Explain the various methods of measuring National Income in detail. Discuss Cobb-Douglas Production Function in detail.
4. Discuss the law of supply and its managerial applications.

3. Answer in short (any five)

[5×5=25]

1. Calculate the price elasticity of demand if quantity demanded changes from 200 to 250 when price falls from Rs. 20 to Rs. 18.
2. Differentiate between Microeconomics and Managerial Economics.
3. Explain the concept of Consumer Surplus in business decision making.
4. Explain the determination of price under perfect competition with the help of a diagram
5. Distinguish between fixed cost and variable cost.
6. State and explain the law of demand with its assumptions.
7. Define price discrimination and list its types.

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M.COM**I Semester / I Year Examination****Business Communication****[Time : 03:00 Hours]****[Max. Marks : 70]****Note: 1. Attempt all the questions as per given instructions.****I. Long Question: Answer any three. [10 X 3= 30]**

1. Discuss the importance of Communication in management with 7C's of communication.
2. Discuss the concept of communication with its various types.
3. What is Business letters explain it with its lay-out and a sample.
4. What is the importance of CV in one's career; suggest the correct way of writing CV.

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

1. Discuss the Non-verbal communication with its importance.
2. Explain Written Communication.
3. Discuss any three types of communication barrier?
4. Discuss the case method of learning.
5. Explain the communication structure in organization.
6. Discuss the concept of Group-discussion.

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

S.N.	Questions	Option A	Option B	Option C	Option D
1	Which of these should be avoided for effective listening?	Pre-listening analysis	Listening to structured talks	Team listening	Predicting
2	In the communication cycle, the process of retranslation of signals into ideas is called?	encoding	decoding	response	Feedback.

[P.T.O]

3	Audio Visual communication combines _____ communication	Audio only	visual only	both auditory & visual	written
4	When communicating with people from a different culture it is best to assume	differences until similarity is proven	similar interpretation of symbols	similar understanding of ideas	people are all the same
5	In general, human beings are	indifferent communicators	perfect communicators	good communicators	poor communicators
6	Effective communication is essentially a	both a one-way and a two-way process	two-way process	one-way process	Three-way process
7	Which of the following is NOT a component in the Communication Model?	Sender	Messenger	Encoding	Receiver
8	What kind of information should be included in a resume?	Work experience	Education	Affiliation and membership	Letter of recommendation
9	Which of the following is NOT an external business written communication?	Complaint letter	Curriculum Vitae	Memo	Enquiries letter

10	Effective communication can ONLY be achieved when:	The audience is understood	Feedback is encouraged	Thoughts are organised	All of the above
11	What kind of information should be included in a resume? (1) Work experience,(2) Education,(3) Affiliation and membership ,(4) Letter of recommendation	All, except (1)	All, except (2)	All, except (3)	All, except (4)
12	Sales letters are also called _____	Passive messages	Persuasive messages	Permitting messages	Pessimistic messages
13	_____ is an annexure to any job application	Bio data	Resume	Curriculum vitae	All of the above
14	_____ is a document that outlines the contents of a forthcoming meeting.	Minutes	Notice	Agenda	Quorum
15	_____ is a character of a good speech	Clarity	Brevity	Concrete	All of the above

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M.Com
I Semester / I Year Examination
Subject Code: M.Com - 102
Subject Name: Statistical Analysis

Time : 3 Hours

Max. Marks : 70

Note: Attempt all the questions as per given instructions.

Simple Calculator is Allowed.

Section A: Objective Questions: Answer All Questions.

[1x15=15]

S. No.	Question	Option A	Option B	Option C	Option D
1	The range of the scores 29, 3, 143, 27, 99 is:	140	143	146	70
2	In a set of observations the variance is 50. All the observations are increased by 100%. The variance of the increased observations will become:	50	200	100	No change
3	Which of the following measures of dispersion is expressed in the same units as the units of observation?	Variance	Standard deviation	Coefficient of Variation	Coefficient of Standard deviation
4	If the maximum value in a series is 25 and its range is 15, the maximum value of the series is:	10	15	25	35
5	If there are many extreme scores on all examination, the dispersion is:	Large	Small	Normal	Symmetric
6	The marks obtained by 9 students in a test are 25, 20, 15, 45, 18, 7, 10, 38 and 12. Find the median.	38	20	18	15
7	Statistics branches include _____	Applied Statistics	Mathematical Statistics	Industry Statistics	Both A and B
8	The measure of central tendency listed below is:	The Raw score	The Mean	The Range	Standard deviation
9	Perfect correlation is one Perfect correlation is one in which _____	Area of a circle is in definite constant relationship with radius	When area of the circle is $\frac{1}{2}$ radius	None of these	All of these
10	_____ is particularly suitable for the construction of index nos.	H.M	A.M	G.M	None
11	The population mean μ is called:	Discrete variable	Continuous variable	Parameter	Sampling unit

[P.T.O]

12	If all the scores on examination cluster around the mean, the dispersion is said to be:	Small	Large	Normal	Symmetrical
13	The science of collecting, organizing, presenting, analyzing and interpreting data to assist in making more effective decisions is called:	Statistic	Parameter	Population	Statistics
14	The degree to which numerical data tend to spread about an average value called:	Constant	Flatness	Variation	Skewness
15	The ratio of the average deviations is called	Regression	Correlation	Skewness	All of these

Section B: Long Questions: Answer Any Three

[10×3=30]

- What is business statistics? Explain the nature and limitations of it with examples.
- Calculate the median from the following data:

Class Interval	0-10	10-20	20-30	30-40	40-50	50-60
No. of Frequencies	15	25	35	45	55	65

- What is sampling? Explain various types of Sampling.
- State and prove Bayes theorem of Probability.

Section C: Short Questions: Answer Any Five

[5×5=25]

- Describe level of Significance in testing.
- What is Null and Alternate Hypothesis?
- Consider the following data obtain the two regression equations only X on Y

X	5	3	10	8	9
Y	10	12	6	5	14

- Describe Normal distribution.
- Find the Modal value

Yearly Expenditure	50-55	55-60	60-65	65-70	70-75	75-80
No. of families	5	8	16	22	15	6

- A bag contains 3 red, 6 white and 7 black balls. 2 balls are drawn at random what is the probability of getting black balls.

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M.Com

I Semester / I Year Examination

Subject Code: M.Com - 101

Organizational Theory and Behaviour

Time : 3 Hours

Max. Marks : 70

Note : Attempt all the questions as per given instructions.

I. Multiple Choice Questions

(1 mark each)

- Who introduced the concept of Theory X and Theory Y?
a) McGregor b) Maslow c) Weber d) Taylor
- According to Systems Theory, organization is _____.
a) Closed system b) Isolated system c) Open system d) Rigid system
- The principle of "Unity of Command" was given by _____.
a) Taylor b) Weber c) Fayol d) Barnard
- Which model is based on ego states (Parent-Adult-Child)?
a) Johari Window b) TA c) Motivation-Hygiene d) Goal-Setting
- Decision matrix analysis is used in _____.
a) Employee motivation b) Evaluating alternatives c) Leadership development d) Training
- Which of the following represents the feedback process in communication?
a) Sender → Message → Noise b) Sender → Receiver → Response
c) Noise → Message → Receiver d) Channel only
- Which is not a part of French & Raven's power types?
a) Expert b) Referent c) Emotional d) Reward
- Herzberg's Motivators are related to _____.
a) Work itself b) Salary c) Supervision d) Policies
- Expectancy Theory equation is _____.
a) $E + I + V$ b) $E \times I \times V$ c) $E - I - V$ d) I / V
- Which leadership style is based on follower readiness?
a) Trait b) Behavioral c) Situational d) Transformational
- Organizational Development is based on _____.
a) Short-term planning b) Behavioral science c) Accounting d) Technology alone
- Stress caused by unclear roles is called _____.
a) Role conflict b) Role ambiguity c) Work overload d) Eustress
- Which culture type focuses on rules and procedures?
a) Clan b) Hierarchy c) Market d) Adhocracy
- The Delphi Technique involves _____.
a) Face-to-face interaction b) Anonymous expert feedback
c) Immediate voting d) Random selection
- Which factor is *not* included in the Big Five personality traits?
a) Openness b) Discipline c) Agreeableness d) Neuroticism

II. Long Answer Questions (Any three)

(10 marks each)

- Discuss the Decision-Making Process and different techniques used in group decision making.
- Describe Herzberg's Two-Factor Theory with examples.
- Explain the types and determinants of organizational culture.
- Write a detailed note on Organizational Development interventions.

III. Short Answer Questions (Any five)

(5 marks each)

- Explain the concept of contingency theory.
- Differentiate between formal and informal organizational structure.
- List two advantages and two disadvantages of individual decision-making.
- What is Feedback in communication?
- Write a short note on Equity Theory.
- State any two stress management techniques.
- Differentiate between Transactional and Transformational leadership.

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M.Com

I Year / I Semester Examination

Accounting Theory and Practice

Time : 3 Hours

Max. Marks : 70

CALCULATOR IS ALLOWED FOR THIS EXAMINATION

I	Long Question : Answer Any Three	[10×3=30]
1.	What are the various functions of accounting which an accountant performs while preparing and maintaining accounts of an organization? Explain.	
2.	What is Fund Flow Statement? Explain its utility.	
3.	Differentiate between trial balance and Balance sheet.	
4.	Current assets Rs. 6,00,000/- , Current Liabilities Rs.1,20,000/- Credit sales Rs.12,00,000/-, Cash sales Rs.2,60,000/- , Sales Returns Rs.20,000/- . Calculate working capital turnover ratio.	
II.	Short Question: Answer any Five	[5×5=25]
1.	Differentiate between Book Keeping and Accounting.	
2.	On which grounds, fund flow analysis is different from cash flow analysis.	
3.	Explain any points of advantages and limitations of financial accounting.	
4.	Explain accounting equation.	
5.	Explain separate entity concept and full disclosure concept.	
6.	How ratio analysis helps in determining short term solvency of an organization?	
7.	Journalise the following transactions – a. Started business with cash Rs. 50,000 and stock Rs. 10,000/- b. Goods sold to Hari Rs. 20,000/- c. Goods worth Rs. 2000/- returned by Hari. d. On due date, Hari could pay only 50 paise in a rupee. e. Interest paid to Seema Rs. 3000/-.	
8.	Explain any three advantages of Cash Flow analysis.	
9.	Rules of Dr. and Cr.	
10.	What is accounting process?	
III.	Objectives Question: Answer All Question	[15×1=15]
1.	Drawings decrease the net income.(T/F)	
2.	Bank account is a personal account. (T/F)	
3.	Salary outstanding is a personal account.(T/F)	
4.	Accounting principles are based on convenience.(T/F)	
5.	Accounting cycle ends with preparation of trial balance.(T/F)	
6.	According to realization concept, revenues are recognized when cash is received. (T/F)	
7.	Going concern concept assumes that life of the business is very long period.(T/F)	
8.	Ledger is a book of original entry.(T/F)	
9.	Interest on capital is gain for the business.(T/F)	
10.	Drawings are adjusted from capital account.(T/F)	
11.	Depreciation is provided on current assets.(T/F)	
12.	Depreciation is the process of allocation of cost over its useful life.(T/F)	
13.	Depletion method suitable for building and machinery. (T/F)	
14.	Current ratio is a liquidity ratio. (T/F)	
15.	Book Keeping and accounting are the same.(T/F)	
