

Adv. Corporate

10:30 To 12:30

Time: 2 Hours

Marks : 60

- Note:** 1) All questions are compulsory subject to internal option.
2) Figures to the right indicate full marks.
3) All workings shall form part of your answer.

Q.1 The following data pertains to Process A for October, 2019 of Sawant Ltd. (15)

1. Opening stock of WIP 800 units at a cost of Rs. 4,000
Degree of completion: Material 100%: Labour 60% and Overhead 60%.
2. Input of Materials: 9,200 Units at cost of Rs. 36,800
3. Direct Wages incurred Rs. 16,740.
4. Overhead incurred Rs. 8,370
5. Units scrapped 1,200 units. The stage of completion of these units was:
Materials 100%
Labour and Overhead 80%.
6. Closing WIP: 900 units. Degree of Completion:
Materials 100%
Labour and overhead 70%
7. Normal loss is 8% of total input (Opening WIP Units + Input units)
8. Scrap value Rs. 4 per unit.
9. Units transferred to the next process. 7,900 units.

You are required to:

1. Statement of equivalent Units of production. (Use FIFO Method)
2. Statement showing cost per equivalent unit.
3. Statement of Cost Apportionment.
4. Process A Account.

OR

(15)

Q.1 XYZ Ltd is engaged in process industry. Opening Stock of WIP 200 units, During the month August 2019, 1,800 units were introduced in process 'X'. The normal loss was estimated at 5% of total input (Opening WIP Units + Input units). At the end of the month 1,400 units had been produced and transferred to process 'Y'. 460 units were incomplete and 140 units, after passing through fully the entire process had to be scrapped. The incomplete units had reached the following stage of completion:

Material 75%, Labour 50% & Overheads 50%.

Following are the further information on the process 'X':

Cost of Opening Stock of WIP:

Material: Rs. 14,400 Labour: Rs. 3,400 Overheads: Rs. 1,700

Cost record of the 1,800 Units

Material: Rs. 58,000 Labour: Rs. 30,000 Overheads: Rs. 15,000

Units scrapped realized at Rs. 10 each

You are required to:

1. Statement of equivalent Units of production. (Use Average Method)
2. Statement showing cost per equivalent unit.
3. Statement of Cost Apportionment.
4. Process X Account.

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1 of 4

Q.2 Aptech Mobile manufactures 10 different models of Mobiles as well as several other types of components. The data relating to one of their A2 Mobile and the ABC cost pools are given below:

(15)

(a) A2 Mobile: annual production 20,000 units, direct materials per unit Rs. 900, direct labour per unit Rs. 600.

(b) Manufacturing overhead cost pools

ACTIVITY COST POOL	COST DRIVER	ASSOCIATED COST (Rs.)
Material Ordering	No. of Purchase Order	80,00,000
Material Inspection	No. of Receiving Report	40,00,000
Equipment Setup	No. of Setups	2,00,00,000
Quality Control	No. of Inspection	90,00,000
Others	Direct Labour Cost	1,50,00,000
Total		5,60,00,000

(c) Activity information related to cost drivers:

Cost Pool	Annual Activity	
	All Products	A2 Mobile
Material Ordering	1,00,000 orders	10,000 orders
Material Inspection	10,000 reports	3,000 reports
Equipment Setup	10,000 setups	100 setups
Quality Control	20,000 inspection	4,000 inspection
Others	1,00,000 Direct Labour Hours	12,000 Direct Labour Hours

You are required to calculate allocation of overheads to A2 Mobile using activity based costing and also calculate cost of A2 Mobile.

OR

Q.2 In a factory, there are three production departments and two service departments, i.e. A, B, C, P and Q respectively. In April 2019 the departmental expenses were as follows: (15)

Production Department			Service Department	
A	B	C	P	Q
Rs. 23,000	Rs. 6,000	Rs. 6,500	Rs. 4,500	Rs. 2,000

The service department expenses are charged out on percentage basis as follows:

	Production Department			Service Department	
	A	B	C	P	Q
Service Department P	40%	30%	20%	-	10%
Service Department Q	30%	30%	20%	20%	-

You are required to apportion the cost of service departments to production department under repeated distribution method and Simultaneous Equation Method.

Q.3 Hugo Ltd. is segmented into three division X, Y & Z. all were formed in the same year and now all the assets have left exactly one-half of their expected life. The top management is attempting to

determine which of the division is the most profitable. The following data have been prepared for the analysis: (15)

Particulars	Division		
	X (Rs.)	Y (Rs.)	Z (Rs.)
Net income before Tax	1,56,000	1,80,000	1,92,000
Investment – Gross Value	7,80,000	10,00,000	12,00,000
Investment – Net Value	3,90,000	5,00,000	6,00,000

You are required to calculate annual return of investment (ROI) and residual income (RI) considering 12.5% as interest charge for all the three division on Gross & Net Value of Investment. Also prepare ranking of the three divisions.

OR

Q.3 A company is organised into two divisions namely X&Y and produces three products namely P, Q and R. Data per unit is as follows: (15)

Particulars	P	Q	R
Selling Price Per Unit (Rs.)	120	115	100
Variable Cost Per Unit (Rs.)	84	60	70
Direct Labour Hours Per Unit	4 Hours	5 Hours	3 Hours
Maximum Sales Potential (Units)	1,600	1,000	600

Division Y has a demand for 600 units of Product Q for its use. If Division X cannot supply the requirement. Division Y can buy a similar product from market at Rs. 105 per unit.

What should be the Transfer Price of 600 units of Q for Division Y, if the total Direct Labour Hours available in Division X are restricted to 15,000 hours?

Q.4

A. State whether following statements are True or False: (08)

- Invisible waste has no scrap value.
- Overheads absorption is the allotment of overheads to cost units.
- Departments that assist production departments indirectly are called service departments.
- The manager of profit centre has the ability to set selling price.
- Activity based costing can only be used to allocate manufacturing factory overheads.
- An investment centre manager is concerned with investment decisions of the company.
- Traditional costing systems are generally more accurate than ABC costing.
- The actual sale of units scrap representing normal loss is credited to Profit & Loss A/c.

B. Multiple Choice Questions: (07)

- Expenses such as rent and depreciation of building shared by several departments are _____
 a. Indirect Expenses b. Direct Expenses c. Joint Expenses.
- If an item of overhead expenditure was not charged specifically to a single department this would be an example of _____
 a. Apportionment b. Allocation c. Re-apportionment

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Please check whether you have got the right question paper.

- N.B:**
1. All questions are compulsory subject to internal choice
 2. Each question carry 15 marks
 3. Figures to the right indicate full marks
 4. Working notes should form part of your answer

Q.1 A From the following Trial Balance of Mumbai Consumer Co-operative Society Limited, Prepare Final Account for the year ended 31-03-2019. 15

Particulars	Dr (Rs)	Cr (Rs)
Share Capital	-	9,60,000
Calls in arrear	60,000	-
Reserve Fund	-	90,000
Consumer Goods Fund	-	30,000
Opening Stock of Consumer Goods	6,60,000	-
Furniture	2,88,000	-
Education Fund	-	72,000
Sundry Creditors	-	1,20,000
Sundry Debtors	1,80,000	-
Salaries	4,26,000	-
Commission	1,04,400	-
Rent, rates & taxes	1,20,000	-
Postage & Stationary	72,600	-
Land	54,000	-
Interest on Investment	-	60,000
Equipment	1,20,000	-
Purchases	98,40,000	-
Investments	6,00,000	-
Sales	-	123,63,000
Cash in hand	1,50,000	-
Cash at Bank	10,20,000	-
	1,36,95,000	1,36,95,000

Adjustments:

1. Authorised Capital 1,20,000 shares of Rs 10 each
2. Outstanding rent payable Rs 6,000
3. Outstanding salaries Rs 12,000
4. Salaries paid in advance Rs 18,000
5. Interest accrued on investment Rs 12,000
6. Transfer to Education fund Rs 600
7. Closing stock of Consumers goods valued at a cost of Rs 8,40,000
8. Depreciate Furniture by 10%
9. Transfer 25% of the current year's net profit

OR

Particulars	Dr (US \$)	Cr (US \$)
Head Office Account	-	900
Sales	-	8,100
Goods from Head Office	4,500	-
Opening Stock	750	-
Furniture	1,000	-
Cash in hand	105	-
Cash at bank	95	-
Outstanding expenses	-	100
Salaries	1,300	-
Tax & Insurance	25	-
Rent	100	-
Debtors	1225	-
	9100	9100

The Branch Account in the books of Head Office showed a debit balance of Rs 45,000 and Goods sent to branch showed a credit balance of Rs 3,23,000.
 The closing stock at branch was valued at US \$ 450
 The exchange rate on different dates were mentioned below:

On 01-04-18 1 US \$ = Rs 70
 31-03-19 1 US \$ = Rs 74
 Average rate 1 US \$ = Rs 72

For Furniture it was 1 US \$ = Rs 60, Rate of depreciation 10% p.a.

Prepare :

1. Trial Balance incorporating given, converting dollars into rupees.
2. Trading and Profit & Loss Account for the year ended 31-03-19 and Balance sheet as on that date in the books of the Reliance Limited for the purpose of incorporating in the main Balance Sheet.

Q.2 A From the following information, Prepare Profit and Loss Account of Dena Bank Ltd. for the year ended 31-3-2019. Bad debts to be written off amounted to 3.80 lakhs. Provision for taxation may be made at 35%. Transfer 20% of profits to Statutory Reserve and provide 3 lakhs for dividends. 15

Particulars	Rs.
Interest on Loans	25.90
Interest on Fixed Deposits	27.50
Commission	0.82
Rebate on Bills Discounted	4.90
Salaries and Allowances	5.40
Discount on Bills Discounted (Net)	14.60
Interest on Cash Credit	22.30
Depreciation on Bank's Property	4.00
Rent and Rates	1.80
Interest on Overdraft	15.40
Director's Fees	0.30
Audit Fees	0.50

Interest on Saving Deposits	6.80
Postage	0.14
Printing and Stationery	0.29
Sundry Expenses	0.15

OR

Q.2 B Prepare the Balance sheet of Array Bank Ltd., as on 31st March, 2019 from the following 15 particulars:-

Particulars	Rs.
Current Accounts	2,80,000
Savings Bank Deposits	2,20,000
Current Year Profit	80,000
Subscribed Capital	2,00,000
Cash in hand and at Bank	2,00,000
Furniture	60,000
Buildings	3,00,000
Loans	1,60,000
Cash Credits	60,000
Fixed Deposits	4,80,000
Customers' Liability for Acceptances and Endorsement	40,000
Investment	6,00,000
Money at Call and Short Notice	1,00,000
Authorized Capital	3,00,000
Acceptance and Endorsement for customers	40,000
Bills discounted and purchased	80,000
Bills payable	1,00,000

Other Information:

The Reserve Fund is equal to the paid-up-capital. The aforesaid profit is arrived at before making adjustment for unexpired discount of Rs.20,000/- on Bill discounted during the current year but not matured up to the accounting date.

Code: 72201 / Group A: Advanced Accounting, Corporate Accounting and Financial Management : Advanced Financial Accounting
 Q.3 A Max Fire Insurance Co. Ltd. commenced its business on 1.4.2018. It submits you the following information for the year ended 31.3.2019: 15

Particulars	in lakh
Premiums received	1500.0
Re-insurance premiums paid	100.0
Claims paid	700.0
Expenses of Management	300.0
Commission paid	50.0
Claims outstanding on 31.3.2019	100.0
Create reserve for unexpired risk @40%	

Prepare Revenue account for the year ended 31.3.2019.

OR

Q.3 B From the following balances extracted from the books of Excellence General Insurance company Ltd., as on 31st March, 2019. You are required to Prepare Revenue Accounts in respect of Fire and Marine Insurance Business for the year ended 31st March, 2019. 15

Particulars	Fire (Rs.)	Marine (Rs.)
Premium Received	4,50,000	3,30,000
Agents Commission	40,000	20,000
Expense of Management	60,000	45,000
Re insurance Premium (Debit)	25,000	15,000
Outstanding claims as on 1 st April,2018	28,000	7,000
Claim paid	1,00,000	80,000
Reserve for unexpired risk as on 1 st April,2018	2,00,000	1,40,000

The following additional points are also to be taken into consideration:

1. Premium outstanding as on 31st March,2019 were (a) Fire Insurance – Rs.30,000 (b) Marine Insurance – Rs. 20,000.
2. Reserve for unexpired risk to be maintained at 50% and 100% of Net Premium in respect of Fire and Marine Insurance respectively.
3. Expenses of Management due on 31st March,2019 were Rs.10,000 for Fire Insurance and Rs. 5,000 for Marine Insurance.
4. Claims outstanding as on 31st March,2019 were (a) Fire Insurance – Rs.10,000 (b) Marine Insurance – Rs.15,000.

Q.4 A Match the Column A with appropriate answer from Column B (Answer any eight out of ten): 08

Column A	Column B
1. Non-occupancy charges	a) Independent branch
2. Contribution to Repairs & Maintenance fund	b) Part IV
3. Reserve for Unexpired Risk	c) Credited to Revenue A/c
4. Licence for banking	d) Dependent branch
5. Commission on Reinsurance Ceded	e) 100% of Premium in case of Marine Insurance
6. Balance sheet of banking company	f) Schedule 9
7. Non- integral foreign operation	g) Maximum of 10% of service charges
8. Integral foreign operations	h) Issued by RBI
9. Content of Management Report	i) Minimum of 0.75% per annum of the construction cost of each flat
10. Advances	j) Form A

Q.4 B State whether the following statements are True or False (Answer any Seven out of Ten): 07

1. For a co-operative society, compulsory transfer to Reserve Fund is 25% of the net profits each year.
2. Exchange difference of Integral foreign branch is transferred to Profit & Loss Account.
3. Rebate on bill discounted is unearned discount
4. Treasury bills are usually for 3 months
5. Dead stock is shown in the balance sheet of a cooperative societies under fixed assets
6. Apex Society operates at state level.
7. Value of shares of each member in the capital of the society is Rs 25.
8. A banking company is required to transfer 30% of its profit to Reserve fund
9. Revenue Account of a life insurer is prepared in Form B-PL
10. Schedule B of IRDA Regulation is divided into 10 parts

OR

Q.4 C Write Short Notes on (Answer Any Three out of Five)

1. Contra Items in Banking Co Balance Sheet
2. Types of Insurance
3. Managing Committee of Co-operative Society
4. Statutory Reserve
5. Rules for conversion (Integral foreign operations)

Direct Tax m-com Sem III

(2 Hours)

(Total Marks : 60)

Please check whether you have got the right question paper.

- N.B.:**
- 1) All questions are compulsory.
 - 2) Figures to the right indicate full marks.
 - 3) All questions are relevant for Assessment Year 2019-20.
 - 4) Working note should form part of your answer.

1. The Profit and Loss Account of M/s. Tempo Tracks owned by Mr. Yash is given below (15)
for the year ended 31st March, 2019. Compute the taxable income from the information given below for the assessment year 2019-20 :

Profit and Loss Account

Dr.	₹	Cr.	₹
Particular		Particular	
To Opening Stock	80,000	By Sales	16,80,000
To Purchases	6,75,000	By Closing Stock	76,200
To Salaries and Wages	85,000	By Dividends received from Indian Companies	9,800
To Expenditure on severely handicapped relative	30,000	By Recovery of Bad Debts earlier allowed as deduction	20,000
To Rent	24,000	By Interest on Company Deposits	6,000
To Household Express	56,000	By Interest on Savings Bank	8,000
To Printing and Stationery	4,500	By Amt. received under Key Man Insurance Policy	2,00,000
To Telephone Bills	2,300		
To Advertisement	1,000		
To Motor Car Expenses	11,000		
To Insurance Premium on factory	10,000		
To Embezzlement of Cash	15,000		
To Profession Tax	1,700		
To Net Profit	10,04,500		
Total	20,00,000	Total	20,00,000

On scrutiny it was noticed that salary includes ₹24,000/- paid to proprietor. Half of motor expenses are attributable for personal expenses. Advertisement was incurred for advertisement in souvenir of political party.

The above expenses do not include contribution to UTI pensions fund of ₹34,000/-.

OR

1. The following is the Receipt and Payment Account of Dr. Gupte a medical practitioner (15) for the year ended 31st March, 2019 :

Receipt and Payment Account

Dr.

Cr.

Receipts	₹	Payments	₹
To Balance b/d.	55,000	By Clinic Rent	7,500
To Visiting fees	2,32,500	By Staff Salaries	40,000
To Consultation fees	32,500	By Rent and Taxes	2,500
To Sale of medicines	12,500	By Electricity	2,000
To Operation Room Rent	7,500	By Periodicals	2,000
To Interest and Dividends	60,000	By Motor Car Expenses	7,500
		By Surgical Equipment's	15,000
		By Medical Association membership fees	2,500
		By Audit Fees	10,000
		By Staff Welfare Expenses	1,000
		By Christmas Expenses	500
		By Medicines Purchased	15,000
		By Entertainment Expenses	13,000
		By Balance c/d.	2,81,500
Total	4,00,000	Total	4,00,000

Additional Information :

- 1) A cash gift received from a patient of ₹ 5,000/- was not accounted for in the books.
- 2) Depreciation on Surgical Instruments is 25% and on Motor Car ₹ 3,000/-.
- 3) Interest and Dividends include :
Dividend from UTI ₹ 30,000/-.
Interest on Company Deposits ₹ 30,000/-.
- 4) Entertainment expenses include ₹ 10,000/- towards subscription of pension plans.

Compute Dr. Gupte's taxable income for Assessment Year 2019-20.

2. Mr. Pandit is an employee of Oil India Ltd. During the year ended 31st March, 2019 he received Net Salary of ₹7,20,000/- after making the following deductions: (15)

- i) Income Tax ₹38,000/-.
- ii) Contribution to R.P. Fund ₹80,000/-.
- iii) LIC Premium ₹82,000/-.
- iv) Profession Tax ₹2,500/-.

During the year he earned Interest of ₹30,000/- from securities of Central Government and ₹33,000/- by Interest on Fixed Deposit with SBI.

During the year he also made the following investment payments :

- i) SBI Pension Plan ₹30,000/-.
- ii) NSC ₹1,20,000/-.
- iii) Life Insurance Premium ₹60,000/-.
- iv) Deferred Annuity Plan ₹60,000/-.

Compute Taxable Income of Mr. Pandit for Assessment Year 2019-20.

OR

2. A) Determine the total Income of the firm and partners for assessment years 2019-20 on the basis of the following : (08)

	₹
i) Net Profit as per Profit and Loss Account	10,00,000
ii) Remuneration to partners debited to Profit and Loss Account	
Amita	2,00,000
Babita	2,00,000
iii) Interest debited - Partner Chitra on Loan ₹5 lakhs.	98,000

Profit Sharing Ratio - Amita 40%, Babita 30% and Chitra 30%.

Note : Babita is a sleeping partner.

- B) Dr. Neeraj gives the following details for the year ended 31st March, 2019 : (07)

	₹
i) Income from profession	1,50,000
ii) Interest on Fixed Deposits	3,160
iii) Sale of gold on 20-03-2019 (Purchased on 16-09-2007 for ₹36,000/-)	4,00,000
iv) Sale of personal Car on 18-03-2019 (Purchased on 30-03-2011 for ₹1,04,000/-)	1,34,000

Note : Index for 2018-19 is 280, 2007-08 is 129 and 2010-11 is 167.

Compute the long-term capital gains from the information given above explanatory notes are required.

3. Mr. Gambhir furnishes the following particulars of Income earned by him during the previous year ended 31st March, 2019. Compute his Gross Total Income for Assessment Year 2019-20 assuming that he is : (15)

- i) Resident and Ordinarily Resident.
- ii) Resident but not Ordinarily Resident.
- iii) Non-Resident.

Particulars	₹
i) Income from agriculture in Bangladesh	2,80,000
ii) Income from business in Mumbai, controlled from Germany	4,00,000
iii) Rent from property in France received in Mumbai	4,80,000
iv) Interest on Bank Accounts in U.S.A.	2,40,000
v) Salary earned and received in Hong Kong	3,60,000
vi) Past untaxed profits earned in London brought to India during the year	5,20,000

OR

3. Mr. Prakash owns a house at Thane which is let-out at an annual rent of ₹ 50,000/-, He incurred the following expenses in respect of house property : (15)

Particulars	₹
i) Repairs	3,000
ii) Ground Rent	1,000
iii) Insurance	800
iv) Municipal Taxes Paid	2,000

His other Incomes is as follows :

- a) Interest on Bank Deposits ₹ 25,000/-
- b) Dividend on shares of Indian Companies :
Reliance Ltd. = ₹ 3,000/-
L & T = ₹ 2,000/-
- c) Dividend from UTI ₹ 57,000/-
- d) Accrued Interest on NSC ₹ 18,700/-
- e) Dividend from Foreign Companies ₹ 29,750/-

Compute for Mr. Prakash his Gross Total Income for Assessment Year 2019-20.

4. A) Multiple Choice Questions :

- 1) Exemption under Section-54, shall be available _____. (08)
 - a) Individual only
 - b) Individual and HUF
 - c) All assesses
 - d) Individual only
- 2) Gift received by an Individual / HUF from relatives shall be _____.
 - a) Exempt upto ₹ 50,000/-
 - b) Fully exempt
 - c) Exempt upto ₹ 25,000/-
 - d) Fully Taxable
- 3) Deduction U/S. 80D in respect of medical insurance premium is allowed to _____.
 - a) Any assesses
 - b) Individual and / or HUF
 - c) Individual only
 - d) None of the above

- 4) The first due date for payment of Advance Tax for Assessee other than companies is _____
 - a) 15th June
 - b) 15th September
 - c) 15th December
 - d) 15th March
- 5) Interest paid to partners on their capital cannot exceed _____
 - a) 10%
 - b) 18%
 - c) ₹1,00,000/-
 - d) 12%
- 6) Maximum amount of deduction for entertainment allowance is _____
 - a) ₹1,500/-
 - b) ₹2,500/-
 - c) ₹5,000/-
 - d) ₹3,000/-
- 7) Un-commuted pension received by a Government employee is _____
 - a) Exempt
 - b) Taxable
 - c) ½ is exempt
 - d) None of these
- 8) Where the amount of an expenditure claimed as deduction exceeds ₹20,000/- it should be paid by _____
 - a) Crossed cheque
 - b) Account payee chq./draft
 - c) Cash
 - d) None of these

B) Match the columns :

(07)

Column 'A'	Column 'B'
1) Net Annual Value	a) Deduction as expenditure on payment basis
2) Family pension exempt	b) Return not accompanied by a start showing computation of tax payable
3) Bonus to employees	c) Limit ₹15,000/-
4) Defective Return	d) Limit ₹10,000/-.
5) U/s. TTA Limit	e) Gross Annual Value less Municipal Taxes paid
6) Standard Deduction under Income under House-Property	f) 33⅓% OR ₹15,000/- whichever is less
7) Gratuity received by Government employee	g) ₹40,000/-
	h) Always exempt

OR

4. Write short notes on (Any Three) :

(15)

- a) Profits in lieu of salary
- b) Deemed to be Let-out property.
- c) Block of Assets
- d) Capital Assets.
- e) Person.

m-cam II sem (III) Exam
Jan-20

[Time: 2 Hrs]

[Marks: 60.]

Please check whether you have got the right question paper.

- N.B:
1. All questions are compulsory.
 2. Figures to the right indicate full marks.

- Q. 1**
- A) Define Entrepreneurship and bring out the factors affecting the growth of Entrepreneurship. (08)
 - B) Describe the requirements of an entrepreneurial structure (07)
- OR**
- C) Compare & contrast the point of differences between entrepreneurial & administrative culture. (08)
 - D) Critically evaluate the Theory of High Achievement by McClelland. (07)
- Q. 2**
- A) Comment & enlist the problems of entrepreneurship in detail. (08)
 - B) Elaborate the various sources of development finance available to Entrepreneurs. (07)
- OR**
- C) Discuss the features of social entrepreneurship. (08)
 - D) Write a note on the special government schemes for women entrepreneurs in India. (07)
- Q. 3**
- A) Explain the various methods available to entrepreneurs in searching of business idea. (08)
 - B) Write a note on Project Design. (07)
- OR**
- C) What is Network Analysis? Discuss its techniques. (08)
 - D) Give a brief account on Project Identification. (07)
- Q. 4**
- A) Fill in the blanks by choosing the appropriate options given below: (05)
 - 1) 'C' implies _____ for the acronym SWOC Analysis.
(Challenges / Constraints / Competencies / All of these)
 - 2) In _____ financial statements figures are converted into percentages
(Comparative / Common Size / Trend Analysis / Ratio Analysis)
 - 3) _____ projects require large scale investment in plant & machinery for its execution.
(Capital Intensive / Labour Intensive/ Demand based / None of these)
 - 4) _____ is the last phase of project management process.
(Project Identification/ Project Formulation/ Project Evaluation! None of these)
 - 5) Tax holiday is a type of _____ assistance & Incentives
(fiscal! financial/ marketing/ organizational)
 - B) State whether the following statements are true or false: (05)
 - 1) Baba Amte is an example of a successful social entrepreneur
 - 2) Intrapreneurs are entrepreneurs within the existing organization.
 - 3) Input Analysis is a step of project formulation.
 - 4) Incentives promote entrepreneurship by removing economic constraints.
 - 5) Opportunities are internal factors for a business enterprise to explore.

C) Match the following

(05)

Column A	Column B
1) First Generation Entrepreneurs	a) Dynamic
2) Entrepreneurial Environment	b) Dhirubhai Ambani
3) Tool of Financial Analysis	c) Marketing Development Assistance
4) Marketing Incentives	d) Conception/ Initiation Phase
5) First step in Project Cycle	e) Trend Analysis

OR

Q. 5 Write short notes on (Any three).

(15)

- 1) National Alliance of Young Entrepreneurs (NAYE).
- 2) Organizational Assistance & Incentives.
- 3) National Policy for Skill Development & Entrepreneurship, 2015 (NPSD).
- 4) National Institute of Entrepreneurship & Small Business Development (NIESBUD).
- 5) Financial Assistance & Incentives.

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3/1/2020

Time: 2 Hours

Total Marks: 60

N.B:

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

- Q. 1) (a) Discuss the changing role of H.R. Manager in today's time. (15)
(b) How HRIS helps in information management in an organization?

OR

- (c) Briefly explain about job analysis. (15)
(d) What is the role of recruitment agencies in recruitment and selection of managerial personnel?

- Q. 2) (a) Elaborate various challenges before trainers in training of employees. (15)
(b) Describe the process involved in performance appraisal.

OR

- (c) Write a note on Knowledge enrichment. (15)
(d) Illustrate with suitable example the management of transfer of employees.

- Q. 3) (a) Discuss the recent changes in Trade Union Act. (15)
(b) What are the features of the Child Labour (Prohibition and Regulation) Act?

OR

- (c) Describe the various features of Payment of Gratuity Act. (15)
(d) Explain the features of Minimum Wages Act.

- Q. 4) A) Fill in the blanks with appropriate options. (05)

1) _____ is one of the functions of HRM.

- | | |
|-------------------------|----------------------------|
| a) Product Packaging | b) Repairs and Maintenance |
| c) Inventory Management | d) Employee Compensation |

2) Strategic HRM is _____ approach.

- | | |
|-------------|-----------------|
| a) Rigid | b) Proactive |
| c) Reactive | d) All of these |

3) _____ is the process of searching for prospective employees and stimulating them to apply for the jobs in the organisation.

- | | |
|----------------|-----------------------------|
| a) Recruitment | b) Job Rotation |
| c) Training | d) Workplace Discrimination |

- 4) _____ is covered by Industrial dispute act.
 a) Contract Labour
 b) Apprentices
 c) Part-time employees
 d) All of these
- 5) _____ is an example of positive personal stressor.
 a) Promotion
 b) Bankruptcy
 c) Being Neglected
 d) Illness

Q. 4. B) State whether the following statements are True or False. (05)

- 1) HRM facilitates to accomplish only organizational objectives.
- 2) Retraining enables the old or existing employees to acquaint them with the new skills.
- 3) For a child to work as an artist, a producer shall furnish an undertaking in 'Form-S' to the District Magistrate.
- 4) A fundamental objective of Employees Compensation Act is to provide coverage of employees for job-related accidents and disease.
- 5) Millennials are motivated by delegation of authority.

Q. 4. C) Match the Column. (05)

Group A	Group B
1) Seniority basis promotion	a) Technique of MDP
2) Performance Appraisal	b) Arrangement to fill up key organizational positions
3) Mentoring	c) Systematic evaluation of employees performance
4) Succession Planning	d) Shortening work week
5) Work Life Balance	e) Lower Level

OR

Q4. Write Short notes on (Any Three) (15)

- 1) Employee safety measures
- 2) Stress
- 3) Managing Millennials
- 4) Talent Management
- 5) VUCA Environment

[2 Hours]

[Marks : 60]

Please check whether you have got the right question paper.

- N.B: 1. All questions are compulsory.
2. Figures to the right indicate full marks.

1. A. What is rural marketing? Explain the scope of rural marketing. 15
B. Describe the various problems faced by rural marketing.

OR

- C. Explain the features of rural marketing. 15
D. Explain how rural markets are different from urban markets.

2. A. Explain the characteristics of buying behavior of rural consumers. 15
B. What is the role played by Khadi and Village Industries Commission?

OR

- C. Explain the importance of rural marketing communication. 15
D. Describe the role of Agricultural Co-operative Banks in rural marketing.

3. A. Explain the importance of agricultural marketing. 15
B. What is the role of commodity boards in development of rural India?

OR

- C. Discuss the role of Self-Help Groups in rural marketing. 15
D. Write a note on Agricultural exports in India.

4. A. Fill in the blanks by choosing the appropriate option given below : 5

1. _____ is a certification mark specifically on agricultural products in India.

- a) SOCOTEC b) AGMARK c) ISO

2. _____ is a government's holistic programme of micro enterprises.

- a) Swarna Jayanti Gram Swarozgar Yojana
b) Grameen Bhandaran Yojana
c) Pradhan Mantri Grameen Awas Yojana

3. _____ plays an important role of an opinion leader in rural marketing.

- a) Manufacturer b) Employer c) Sarpanch

4. _____ is a traditional form of marketing for rural consumers.
 - a) E-marketing
 - b) Haats and Melas
 - c) Exclusive brand outlets
5. The purpose of _____ is to promote co-operative marketing of agricultural products in India.
 - a) NAFED
 - b) NSIC
 - c) NABARD

B. State whether the following statements are True or False.

1. The primary role of FCI is to export and promote marine products.
2. KVIC is a bank for agricultural and rural development.
3. Rural Development Ministry in recent time have started using digital options especially social media for reaching out to rural population.
4. Rural consumers are usually price sensitive.
5. Co-operative societies have higher bargaining power compared to a single producer.

C. Match the following :

A	B
1. E-Chaupal	Export development of Agricultural products
2. APEDA	Problem faced by rural consumers
3. Adulteration	Word of mouth
4. Commodity boards	ITC
5. Communication medium for rural audience	Coir and Coconut development

OR

D. Write notes on any three of the following :

- a) Digital Village
- b) Project Shakti
- c) Role of social media in rural marketing
- d) E-commerce in rural marketing
- e) Challenges of online marketers.

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