

F.Y.B. Com (Management Studies) (SFC) Semester - I

Subject: Principles of Management

Date: 16th OCT, 2024

Duration: 2 hours

Marks: 60 marks

Instructions for the candidate:

1. This question paper contains 2 pages
2. Q.1 is Compulsory.
3. Attempt any 3 from Q. 2 to Q.6.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.

Q 1a)	XYZ Tech, that has been rapidly expanding over the past five years. Initially, XYZ Tech operated with a simple flat organizational structure where the CEO directly managed all departments, and employees had a high degree of autonomy. However, as the company grew, the need for more formal management and control became necessary. XYZ is thinking of changing its structure in light of expanding its activities. You are appointed as a manager. 1. What factors do you feel are important while designing an organization structure. 2. Which organizational structure will you suggest for facilitating ease in expansion of its activities?	15 marks
Q 2	Answer the following	
A	Explain the different functions of Management.	8 marks
B	Explain any 7 principles of management as given by Henry Fayol.	7 marks
Q 3	Answer the following	
A	What are the advantages of Planning?	8 marks
B	Explain the advantages & limitations of Decentralization.	7 marks
Q 4	Answer the following	
A	Management is an art and science of managing people in the organizations. Do you agree? Justify.	8 marks
B	Explain the significance of Decision making.	7 marks
Q 5	Answer the following	
A	Explain the phases of Hawthorne experiments and its major findings.	8 marks
B	Distinguish between Tall v/s Short Organizations.	7 marks
Q 6	Answer the following	
A	Limitations of Human Relations Theory	5 marks
B	Functional Foremanship	5 marks
C	Techniques of Decision making	5 marks

F.Y.B. Com (MS) Semester - I

Subject: Micro Economics

Date: 17th Oct, 24

Duration: 1 hour

Marks: 30 marks

Instructions for the candidate:

1. This question paper contains 1 page
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1	Answer the following	10 marks
	<p>Case Study: Pricing Strategy at Tech-Gadgets Inc.</p> <p>Background: Tech-Gadgets Inc. is a company that sells a variety of electronic gadgets, including smartphones, tablets, and smartwatches. The company has noticed fluctuations in sales based on changes in its pricing strategies and wants to understand how different types of elasticity of demand affect its products. By analyzing these elasticities, Tech-Gadgets Inc. aims to optimize its pricing strategy to maximize revenue.</p> <p>Problem-Statement: Tech-Gadgets Inc. needs to understand the types of elasticity of demand and how they apply to their products to make informed pricing decisions.</p> <p>Questions:</p> <ol style="list-style-type: none"> 1. What is the price elasticity of demand and how does it apply to Tech-Gadgets Inc.'s smartphones? 2. How does income elasticity of demand influence the sales of Tech-Gadgets Inc.'s premium tablets? 3. What is the cross elasticity of demand and how does it relate to Tech-Gadgets Inc.'s smartwatches? 4. How can Tech-Gadgets Inc. use the concept of elasticity of demand to maximize their revenue? 5. How does perfectly elastic demand differ from perfectly inelastic demand in the context of Tech-Gadgets Inc.? 	
Q 2	Answer the following	
A	Explain the various determinants of demand.	5 marks
B	Explain the cross elasticity of demand.	5 marks
Q 3	Answer the following	
A	Construct a demand schedule and demand curve from the following equation: $Q = 500 - 5P$, Assume the price to be Rs. 5,10,15, 20,25 and 30	5 marks
B	Discuss any 5 types of demand forecasting?	5 marks
Q 4	Answer the following	
A	Explain opportunity cost.	5 marks
B	Explain the nature of demand curve under perfect competition.	5 marks

F.Y.B.Com (Management Studies) Semester - I
Subject: Information Technology in Business Management

Date: 18th OCT, 24

Duration: 1 hour

Marks: 30 marks

Instructions for the candidate:

1. This question paper contains 1 page
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.

Q 1	Answer the following	10 marks
	Explain how a company can use search engine optimization (SEO) techniques to improve its online visibility.	
Q 2	Answer the following	
A	What is Software? Explain its types.	5 marks
B	Differentiate between Mozilla Firefox and Google Chrome.	5 marks
Q 3	Answer the following	
A	Explain table and its terminologies.	5 marks
B	What is E-Commerce? Explain any 4 types of E-Commerce.	5 marks
Q 4	Answer the following	
A	What is DBMS? Explain its advantages.	5 marks
B	Explain in detail network hardware components.	5 marks

F.Y.B.Com (Management Studies) Semester - I
Subject: Bhartiya Theory of Management Styles

Date: 19th OCT, 2024

Duration: 1 hour

Marks: 30

Instructions for the candidate:

1. This question paper contains 1 page
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.

Q1	Answer the following (Case Study)	10 marks
	<p>Riya is the founder and CEO of a rapidly growing startup in the renewable energy sector. Driven by her passion for sustainability and Environmental Conservation, she wants to inspire her team with the same level of enthusiasm and commitment. Riya decides to embrace the principles of "Management by Passionate" activity to foster a positive and engaging work environment.</p> <p>a. How can Riya align the goals and objectives of her organization with the passion and interest of her employees? b. What strategies can Riya employ to inspire and motivate her team through her own enthusiasm and energy?</p>	
Q2	Answer the following	
A	Explain various aspects of management style.	5 marks
B	Describe the benefits of management by luminous unactivity	5 marks
Q3	Answer the following	
A	Discuss any 3 types of management style.	5 marks
B	Explain the key principles and practices associated with Management by Time	5 marks
Q4	Answer the following	
A	Write brief note on 'Gandhian Management Style'.	5 marks
B	Illustrate with an example management by passionate activity and its limitations	5 marks

Instructions for the candidate:

1. This question paper contains 2 pages
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1	Answer the following															
A	<p>Following data represents number of bulbs manufactured by 30 workers 30,23,45,47,52,50,12,28,32,25,30,57,38,50,38,22,15,11,48,26,30,42,16,35,41,26,36,22,38,33</p> <p>i) Construct frequency distribution table by taking classes 10-20, 20-30 & so on ii) Calculate relative frequency of each class.</p>	5 marks														
B	<p>A random variable X has following probability distribution. Find mean & variance of the distribution</p> <table border="1" style="margin-left: 20px;"> <tr> <td>X</td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> <td>5</td> <td>6</td> </tr> <tr> <td>pi</td> <td>0.1</td> <td>0.2</td> <td>0.15</td> <td>0.25</td> <td>0.2</td> <td>0.1</td> </tr> </table>	X	1	2	3	4	5	6	pi	0.1	0.2	0.15	0.25	0.2	0.1	5 marks
X	1	2	3	4	5	6										
pi	0.1	0.2	0.15	0.25	0.2	0.1										
Q 2	Answer the following															
A	<p>Calculate arithmetic mean & mode of the following distribution</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Salary in '000 Rs.</td> <td>10-15</td> <td>15-20</td> <td>20-25</td> <td>25-30</td> <td>30-35</td> </tr> <tr> <td>Number of employees</td> <td>30</td> <td>42</td> <td>48</td> <td>25</td> <td>15</td> </tr> </table>	Salary in '000 Rs.	10-15	15-20	20-25	25-30	30-35	Number of employees	30	42	48	25	15	5 marks		
Salary in '000 Rs.	10-15	15-20	20-25	25-30	30-35											
Number of employees	30	42	48	25	15											
B	<p>Find Spearman's rank correlation between x & y</p> <table border="1" style="margin-left: 20px;"> <tr> <td>x</td> <td>60</td> <td>78</td> <td>50</td> <td>54</td> <td>56</td> </tr> <tr> <td>y</td> <td>56</td> <td>52</td> <td>78</td> <td>65</td> <td>60</td> </tr> </table>	x	60	78	50	54	56	y	56	52	78	65	60	5 marks		
x	60	78	50	54	56											
y	56	52	78	65	60											
Q 3	Answer the following															
A	<p>Calculate quartile deviation of the following distribution</p> <table border="1" style="margin-left: 20px;"> <tr> <td>Number of accidents per year</td> <td>0-10</td> <td>10-20</td> <td>20-30</td> <td>30-40</td> <td>40-50</td> </tr> <tr> <td>Number of highways</td> <td>10</td> <td>20</td> <td>25</td> <td>15</td> <td>10</td> </tr> </table>	Number of accidents per year	0-10	10-20	20-30	30-40	40-50	Number of highways	10	20	25	15	10	5 marks		
Number of accidents per year	0-10	10-20	20-30	30-40	40-50											
Number of highways	10	20	25	15	10											
B	<p>If $7x + 3y = 130$ is regression equation of x on y & $x + 3y = 70$ is regression equation of y on x then find</p> <p>i) Mean of x & y ii) Regression coefficient of both lines iii) Correlation coefficient between x & y.</p>	5 marks														
Q 4	Answer the following															
A	<p>Draw less than ogive & hence locate median of the given distribution</p>	5 marks														

	Weight in kg	20-25	25-30	30-35	35-40	40-45			
	Number of persons	15	25	30	20	10			
B	From the information given below, calculate trend values using method of least square						5 marks		
	Year	2018	2019	2020	2021	2022			
	Profit in '000 Rs.	45	60	54	67	80			

F.Y.B.Com (Management Studies) Semester - I

Subject: Introduction to Financial Accounting

Date: 22nd OCT, 2024

Duration: 1 hour

Marks: 30 marks

Instructions for the candidate:

1. This question paper contains 3 pages
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of simple calculator is allowed.

Q 1 Following balances were extracted from the books of Vijay on 31st March, 2019: (10 marks)

Particulars	Rs.	Particulars	Rs.
Capital	2,45,000	Loan	78,800
Drawings	20,000	Sales	6,53,600
General Expenses	47,400	Purchases	4,70,000
Building	1,10,000	Motor Car	20,000
Machinery	93,400	Provision for Doubtful Debts	9,000
Stock on 1st April, 2018	1,62,000	Commission (Cr.)	13,200
Insurance	13,150	Car Expenses	18,000
Wages	72,000	Bills Payable	38,500
Debtors	62,800	Cash	800
Creditors	25,000	Bank Overdraft	33,000
Bad Debts	5,500	Charity	1,050

Prepare Trading and Profit and Loss Account for the year ended 31st March, 2019 and Balance Sheet as at that date after giving effect to the following adjustments:

- (a) Stock as on 31st March, 2019 was valued at ₹2,30,000.
- (b) Write off further ₹1,800 as Bad Debts
- (c) Depreciate Machinery at 10%.
- (d) Provide ₹7,000 as outstanding interest on loan

Q 2 Answer the following

A Journalize the following transactions in the books of Mr. Kalpesh. 2014. (5 marks)

January 1	Mr. Kalpesh started diamond business with cash Rs. 10,00,000.
January 5	Mr. Kalpesh bought a raw stone of Rs. 4,50,000 as his capital.

January 8	Sold diamonds to Mr. Rahul for Rs. 7,00,000
January 10	Purchased an Air condition for business Rs. 70,000.
January 13	Mr. Rahul paid cash Rs. 4,00,000 on account.
January 15	Paid labor charges Rs. 85,000.

B Ram and Alam had cash in hand, 450 and cash at bank - 6,500 on 1st January, 2006. You are required to prepare Triple column cash book. The cash transactions for the month were as follows: **(5 marks)**

Date	Particulars
2/01	Received cheque from Ali of ₹ 620 (in full settlement of debt of ₹ 650)
3/01	Paid for Advertising by cheque ₹ 350
4/01	Cash Sales ₹250
5/01	Paid salaries & wages ₹ 435
6/01	Amount withdrawn from bank for use in office ₹600
8/01	Cash for domestic use by Ram ₹200
10/01	Issued cheque in favor of Rao & Sons (Discount received ₹25) ₹1,000

Q 3 Answer the following

A Prepare the necessary Ledger Accounts for the following transactions and also balance them. **(5 marks)**

Dec 01, 2019: - Capital introduced to start business with Rs. 1,50,000,
 Dec 03, 2019: - Bank account opened with SBI in the name of company for Rs. 30,000.
 Dec 09, 2019: - Goods purchased from Nike for Rs. 26,400 in cash.
 Dec 11, 2019: - Credit sales made to M/S David Enterprises India for Rs. 12,657.

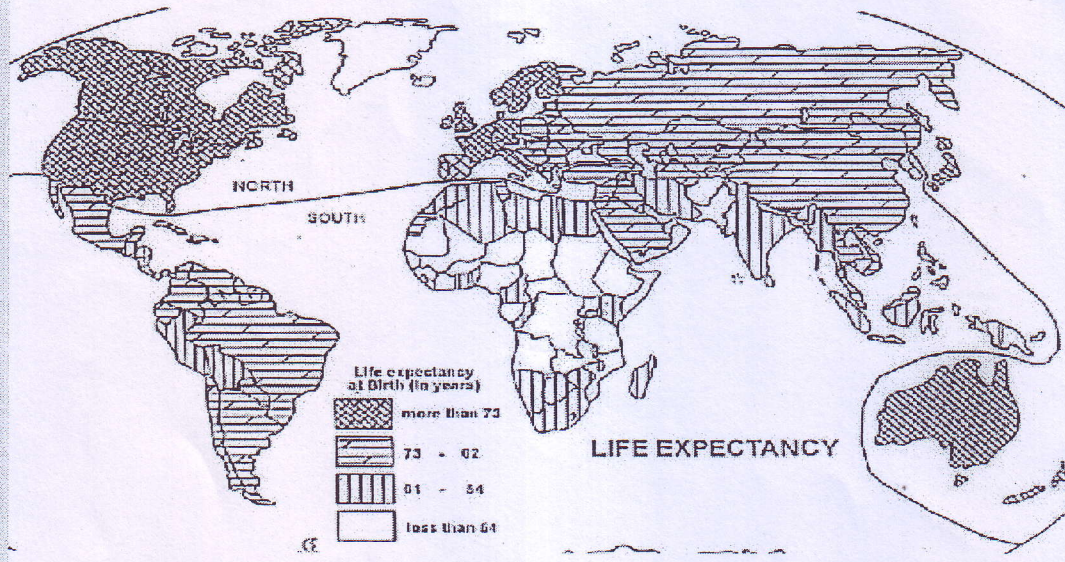
B Following balances are extracted from the Ledger of Mr. Vijay as on 31st March, 2012
 Prepare Trial Balance as on that date. **(5 marks)**

Particulars	Rs	Particulars	Rs	Particulars	Rs
Capital	70,000	Salaries	7,000	Furniture	6,000
Drawings	17,000	Rent	2,400	Computer	20,000
Purchases	57,000	General expenses	400	Goodwill	10,000
Carriage	2,000	Rates & Taxes	6,000	Cash in Bank	3,000
Sales Return	3,000	Bad Debts	1,600	Cash in hand	400
Sales	1,12,000	Interest Received	400	Debtors	42,800
Discount Received	200	R.D.D.	3,000	Bills Receivable	7,000
Creditors	14,400	Wages	14,400		

Q 4	Answer the following																				
A	Prepare a bank reconciliation statement of Ms. Prerna on 31/12/22 from the following particulars: (5 marks)																				
	<table border="1"> <thead> <tr> <th>Particulars</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Balance as per Cash Book</td> <td>20000</td> </tr> <tr> <td>Cheque deposited but not cleared</td> <td>10000</td> </tr> <tr> <td>Cheque issued but not presented for payment</td> <td>8000</td> </tr> <tr> <td>Bank charges debited by Bank but not recorded in Cash Book.</td> <td>400</td> </tr> <tr> <td>Dividend directly collected by Bank but not entered in Cash Book.</td> <td>1000</td> </tr> <tr> <td>Balance as per Pass Book</td> <td>18600</td> </tr> </tbody> </table>	Particulars	Amount	Balance as per Cash Book	20000	Cheque deposited but not cleared	10000	Cheque issued but not presented for payment	8000	Bank charges debited by Bank but not recorded in Cash Book.	400	Dividend directly collected by Bank but not entered in Cash Book.	1000	Balance as per Pass Book	18600						
Particulars	Amount																				
Balance as per Cash Book	20000																				
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Bank charges debited by Bank but not recorded in Cash Book.	400																				
Dividend directly collected by Bank but not entered in Cash Book.	1000																				
Balance as per Pass Book	18600																				
B	Classify the following accounts under Personal, Real and Nominal Accounts. (5 marks)																				
	<table border="1"> <tbody> <tr> <td>Rohit's A/c</td> <td>Bank of Maharashtra A/c</td> </tr> <tr> <td>Furniture A/c</td> <td>Copyright A/c</td> </tr> <tr> <td>Life Insurance Corp. A/c</td> <td>Repairs A/c</td> </tr> <tr> <td>Goodwill A/c</td> <td>Laptop A/c</td> </tr> <tr> <td>Prepaid Insurance A/c</td> <td>Wages A/c</td> </tr> <tr> <td>Trademark A/c</td> <td>Stationery A/c</td> </tr> <tr> <td>Commission A/c</td> <td>Mahesh's A/c</td> </tr> <tr> <td>Loan A/c</td> <td>Machinery A/c</td> </tr> <tr> <td>Drawings A/c</td> <td>Capital A/c</td> </tr> <tr> <td>Building A/c</td> <td>Loss by Fire A/c</td> </tr> </tbody> </table>	Rohit's A/c	Bank of Maharashtra A/c	Furniture A/c	Copyright A/c	Life Insurance Corp. A/c	Repairs A/c	Goodwill A/c	Laptop A/c	Prepaid Insurance A/c	Wages A/c	Trademark A/c	Stationery A/c	Commission A/c	Mahesh's A/c	Loan A/c	Machinery A/c	Drawings A/c	Capital A/c	Building A/c	Loss by Fire A/c
Rohit's A/c	Bank of Maharashtra A/c																				
Furniture A/c	Copyright A/c																				
Life Insurance Corp. A/c	Repairs A/c																				
Goodwill A/c	Laptop A/c																				
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Trademark A/c	Stationery A/c																				
Commission A/c	Mahesh's A/c																				
Loan A/c	Machinery A/c																				
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Instructions for the candidate:

1. This question paper contains 1 page.
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.

Q 1	<p>Study the world map provided and give answers to the questions based on it.</p>  <p style="text-align: center;">LIFE EXPECTANCY</p> <p>Life expectancy at Birth (in years)</p> <ul style="list-style-type: none"> more than 73 73 - 62 61 - 54 less than 64 	10 M
1.	Identify the theme of the given map	1 M
2.	What is the cartographic technique used in the given map?	1 M
3.	Name the continents which have a very high life expectancy. What could be the reasons for the same?	3 M
4.	Name the continent having a low life expectancy of less than 64 years. What could be the reasons for the same?	3 M
5.	What is the life expectancy in India and Brazil?	2 M
Q 2	Answer the following	
A	Write a note on ecosystem and elaborate on one of the types.	5 M
B	Identify the different types of Conventional energy resources and elaborate on any one.	5 M
Q 3	Answer the following	
A	Explain the importance of biodiversity.	5 M
B	Discuss on the economic importance of forest.	5 M
Q 4	Answer the following	
A	Ecological pyramid	5 M
B	Energy Conservation	5 M

F.Y.B. Com (MS) Semester - I
Subject: Communication Skills I

Date: 24th OCT, 24

Duration: 1 hour

Marks: 30 marks

Instructions for the candidate:

1. This question paper contains one page.
2. Q.1 is Compulsory.
3. Attempt any 2 from Q. 2 to Q.4.
4. Answers to each new question should begin on a fresh page.
5. Figures on the right-hand side indicate full marks.
6. Use of a simple calculator is allowed.

Q 1	Answer the following	10 M
	Draft a letter of Application with Curriculum Vitae for the post of Junior Clerk in Shivay Production House. Use Full Block layout.	
Q 2	Answer the following	
A	What are the advantages and disadvantages of diagonal communication?	5 M
B	Explain the features of good listening skills.	5 M
Q 3	Answer the following	
A	Describe three socio-psychological barriers in communication. How can they be overcome?	5 M
B	Explain any two types of listening.	5 M
Q 4	Answer the following	
A	Write the importance of intra-personal communication.	5 M
B	Write a paragraph on – Reading – A good habit.	5 M

Instructions:

1. Q.1 is Compulsory.
2. Attempt any 2 from Q. 2 to Q.4.
3. Figures to the right-hand side indicate full marks.

1. Answer the following

10

Read the passage and answer the following questions given below:-

PASSAGE :

Water resource management in ancient India was an essential and sophisticated practice that significantly influenced agriculture, settlement, and daily life. Recognizing the importance of water, communities constructed reservoirs, tanks, and stepwells to effectively capture and store rainwater, particularly in regions reliant on seasonal monsoons. Iconic stepwells, such as the Rani ki Vav in Gujarat, not only provided water but also served as social and cultural hubs.

Large-scale irrigation systems, including canals and embankments, were developed to divert river water to fields, greatly enhancing agricultural productivity and supporting growing populations. Local governance was crucial, with communities collectively managing water resources, fostering a sense of responsibility and sustainable practices. Texts like the Arthashastra highlighted the importance of equitable water distribution and conservation techniques.

Cultural reverence for rivers, particularly the Ganges and Yamuna, influenced water management practices, integrating spiritual beliefs with environmental stewardship. Rituals emphasized purity and respect for water sources, further motivating conservation efforts. Additionally, ancient techniques such as bunds and check dams were implemented to prevent erosion and promote groundwater recharge. This holistic approach to water management not only addressed immediate needs but also laid the foundation for sustainable practices that resonate in contemporary water management strategies.

QUESTIONS:

1. What structures did ancient Indian communities build for water management?
2. Name any two of the irrigation systems in ancient India.
3. What role did local governance play in water resource management? Which Ancient text described about the importance of equitable water distribution and conservation techniques.
4. How did cultural beliefs influence water management practices?
5. What techniques were used to promote groundwater recharge in ancient India?

2. Answer the following:

- a. Explain any five types of town planning as per Mansara Shilpa Shastra classification? 5
- b. Explain the significance of Antecedents of Modern Tourism in India? 5

3. Answer the following:

- a. Elaborate the history of town planning in India. 5
- b. How did the early trade routes of the world influence the spread of tourism in Ancient India? 5

4. Answer the following:

- a. Ancient cities like Harappa and Mohenjo-Daro. 5
- b. Importance of wood carvings in Ancient India. 5