

[3 Hours]

[Total Marks : 100]

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) Select the most appropriate answer from the options given below (Any Ten) : (10)
- 1) Export marketing is important for countries because it leads to _____.
 - Peaceful international relations
 - Spread effect
 - ✓ Earning Foreign Exchange
 - All of the above
 - 2) Risk in export marketing due to civil disturbances is known as _____.
 - Commercial Risk
 - Political Risk
 - Legal Risk
 - Cargo Risk
 - 3) _____ contributes a major share of foreign exchange in the total Indian service exports.
 - Business Services
 - Software Services
 - Transportation Services
 - None of the above
 - 4) _____ raises the prices of imported goods thereby discouraging imports.
 - Non-tariff barriers
 - Tariff Barriers
 - International forums
 - None of the above
 - 5) GATT was replaced by _____ in 1995.
 - EU
 - WTO
 - WHO
 - IMF
 - 6) AoA, as per WTO stands for _____.
 - Agreement on Allied sectors
 - Agreement on Agriculture
 - Association on Agriculture
 - All of the above
 - 7) MEIS is expected to support _____ sector with special emphasis on improving the ease of doing business.
 - Service
 - Manufacturing
 - Allied
 - Agriculture
 - 8) DGFT grants _____ to Indian importers and exporters.
 - RCMC
 - IEC
 - Duty drawback
 - Blanket permit
 - 9) Five star export house needs to have minimum export performance of US\$ _____ million.
 - 1,000
 - 2,000
 - 2,500
 - 3,000
 - 10) ASIDE scheme provides benefits for _____.
 - Import of capital goods
 - Infrastructure development to states
 - Refund of excise duty
 - Import of raw materials in bulk

- 11) _____ enjoys the status of a deemed university.
- IIFT
 - FIEO
 - EPC
 - ITPO
- 12) FICCI was established on the advice of _____ in 1927 in India.
- Pandit Jawaharlal Nehru
 - Mr. J. R. D. Tata
 - Mahatma Gandhi
 - Lokmanya Tilak

1. b) State whether the following statements are True or False (Any Ten) : (10)

- 1) Export marketing helps in spreading risk of business.
- 2) Export marketing is influenced by regional economic groupings of the world.
- 3) India is one of the largest exporters of gems and jewellery sector.
- 4) WTO agreements have no impact on export trade of India.
- 5) India is not a member of SAARC.
- 6) Global market research does not help exporters.
- 7) MEIS & SEIS are associated with India's foreign trade policy of 2015-20.
- 8) Onions are included under the canalised list of exports.
- 9) AEZ is a specific geographic region reserved to establish agriculture based processing industries.
- 10) MDA supplies imported raw materials to all exporters.
- 11) IIP acts as a publicity wing of the Indian government.
- 12) IGST is collected only by the state governments

2. Answer any two of the following : (15)

- a) What is export marketing? Discuss the features of export marketing.
- b) Explain the factors influencing export marketing.
- c) Explain briefly region wise India's export since 2015.

Research

Discion C&O

3. Answer any two of the following : (15)

- a) Distinguish between Tariff and Non-tariff barriers.
- b) Explain in brief various WTO agreements.
- c) Discuss the need for conducting overseas market research.

4. Answer any two of the following : (15)

- a) Write a note on India's foreign trade policy 2015-20.
- b) Briefly explain Deemed Exports.
- c) What are EOUs? Discuss the benefits given to EOUs.

5. Answer any two of the following : (15)

- a) Discuss IRMAC scheme given to exporters.
- b) Explain the assistance provided by ITPO to Indian exporters.
- c) Briefly explain the Duty drawback scheme.

6. Write short notes of the following (Any Four) :

(20)

- a) Problems of India's export sector.
 - b) Types of Tariff barriers.
 - c) EHTPs
 - d) Commodity Boards
 - e) Importance of export marketing from the view point of a nation.
 - f) Negative list of exports.
-



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(3 Hours)

(Total Marks : 100)

- N.B. :** (1) All questions are compulsory.
(2) Figures to the right indicate maximum marks.
(5) Working should form part of the main answer.

1. (A) Choose the correct option and rewrite the statements (Any Ten) : (10)

- (1) Income Tax Act extends to _____
• Whole of India
• India and Pakistan
• Whole of Maharashtra
- (2) Income Tax is a tax on _____
• Goods • Services • Income
- (3) The Legal status of Ms. Hima Das, Indian sprint runner is _____
• an individual • a body of individuals • a sportsman
- (4) Personal 24 carat gold mangalsutra is _____ asset.
• Fixed • Capital • Current
- (5) Every assessee is a person and _____
• Every person is also an assessee
• Every person need not be an assessee
• An individual is always an assessee
- (6) Total income of a person is determined on the basis of his _____
• Citizenship • Residential Status • Marital Status
- (7) In case of capital assets acquired on 01-04-1971, Fair Market Value of this capital asset is determined as on _____
• 01-04-2001 • 01-04-1981 • 01-04-1971
- (8) Deduction under Section 80D in respect of medical insurance premium is allowed to _____
• An individual
• Any assessee
• An individual and HUF

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- (9) Share of profit received by a partner of partnership firm is _____
• Fully exempt • Fully taxable • Partly taxable
- (10) Uncommuted pension received by a government employee is _____
• Exempt • Taxable • 1/3 exempt
- (11) The deduction under Section 80F is allowed for payment of interest to the extent of _____
• ₹25,000 • ₹10,000 • any amount
- (12) Award received from the government is _____
• Taxable • Exempt • Partly exempt
1. (B) Re-write following full sentence and state whether it is True or False (Any Ten) : (10)
- (1) Ex-gratia received from employer is taxable as a salary.
 - (2) When a property is occupied by the owner himself that property is called let out house property.
 - (3) Expenses on local festival navaratri puja is allowable business expenditure.
 - (4) Previous year can be more than 12 months.
 - (5) There are total five heads of income.
 - (6) Salary received by a Member of Parliament is taxable under the head Income from salaries.
 - (7) Cost inflation index is applicable for transfer expenses.
 - (8) The status of Indian origin individual is always a resident.
 - (9) Ground rent is taxable under the head income from house property.
 - (10) Gift received by a doctor from his patient is taxable under the head income from profession.
 - (11) Interest on Income Tax refund is taxable under the head income from other sources.
 - (12) Any sum received under key-man insurance policy is taxable.
2. Mr. Abhijit, who is physically disabled to the extent of 55%, works in a private company. (15)
He has provided the following particulars of his income for the previous year ended on 31st March, 2018.
- (1) Basic Salary ₹40,000 per month.
 - (2) Dearness Allowance ₹16,000 per-month.
 - (3) House Rent Allowance ₹10,000 per month.
[Exempt (under section 10) ₹6,000 per month.]

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- (4) Travelling Allowance ₹50,000.
(Amount actually spent on travelling ₹38,000)
- (5) He was provided with the accommodation by his employer, the perquisite value of which was ₹35,000.
- (6) Bonus declared by employer during the year was ₹15,000.
- (7) Profession tax ₹2,500.
- (8) Employee's contribution to Provident Fund ₹48,000.

He also received the following :

- (9) Interest on fixed deposits with Bank of India ₹44,000.
- (10) Interest on fixed deposits with Post Office ₹10,000.
- (11) Dividend from co-operative credit society ₹6,500.
- (12) Gift from his sister ₹51,000.

During the year, he paid ₹32,000 as premium on his Life Insurance Policy.

Compute his taxable income for the Assessment Year 2018-19.

OR

2. Mr. Kedar was a Maharashtra State Government employee, who retired on 30th November, 2017. Thereafter, he joined a private company from 1st January, 2018. (15)

He has provided the following particulars for the previous year ended on 31st March, 2018.

(A) From Maharashtra State Government :

- Basic Salary @ ₹30,000 per month.
- Dearness Allowance @ ₹10,000 per month.
- Gratuity received on retirement ₹3,00,000.
- Commutation of Pension received on retirement ₹2,20,000.
- Pension received @ ₹8,000 per month.
- Profession tax deducted @ ₹200 per month.
- Employee's contribution to provident fund @ ₹5,000 per month.

(B) From Private Company :

- Salary @ ₹25,000 per month.
- Entertainment Allowance @ ₹2,200 per month.

(C) Other Information:

- Interest received on company debentures ₹60,000.
- Dividend received from Indian Companies ₹32,000.
- Interest received on 8% Taxable RBI Bonds ₹20,000.

During the year, he deposited ₹50,000 in his PPF account and paid ₹22,000 towards medical insurance premium for himself and his spouse.

Compute his taxable income for the Assessment Year 2018-19.

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3. Mr. Sanghameetra provides the following information for the previous year ended 31st March, 2018. You are required to compute his net taxable income for Assessment Year 2018-19 : (15)

Profit and Loss A/c for the year ended 31st March, 2018

Particulars	₹	Particulars	₹
To Printing & Stationery	20,000	By Gross Profit	8,50,000
To General expenses	25,000	By Income Tax Refund	8,000
To Interest on capital	55,000	By Dividend from U.T.I	35,000
To GST Penalty	23,000	By Interest on Saving Bank A/c	5,000
To Income Tax	49,000	By Amount received from	
To Office Rent	26,000	LIC for matured insured policy	15,000
To Depreciation	30,000		
To Salaries	1,20,000		
To Advertising	9,001		
To Net Profit	5,55,999		
Total	9,13,000	Total	9,13,000

Additional Information :

Salaries includes ₹55,500 for medical treatment of Mr. Sanghameetra's dependent brother who is person with severe physical disability (81%)

OR

3. The following is the Receipts and Payments Account of Advocate Happy Salve for the year ended 31st March, 2018: (15)

Receipt and Payment A/c

Receipts	₹	Payments	₹
To Balance b/d	4,00,000	By Office Expenses	8,00,000
To Fees from clients	25,00,000	By Stamp paper & court fees	3,00,000
To Fee for fighting India's case at International Court	1	By Salary to staff	15,00,000
		By Office Rent	4,00,000
To Income for attending court hearing	7,00,000	By Conveyance	1,00,000
To Gift received from client	5,55,555	By Drawings	6,00,000
To Dividend from foreign company	10,000	By Balance c/d	4,77,556
To Rent from open plot of land	12,000		
Total	41,77,556	Total	41,77,556

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Additional Informations :

- (1) Drawings includes ₹99,000 towards pension fund (U/S 80CCC) of LIC and ₹92,000 for medical treatment expenditure of his son who is physically disabled to the extent of 51%.

You are required to compute his net taxable income for the Assessment Year 2018-19.

4. Mr. Aniket furnishes you the following particulars of income earned by him during the previous year ended on 31st March, 2018. (15)

Compute his Gross Total Income for the Assessment Year 2018-19 assuming that he is :

- (1) Resident and Ordinarily Resident.
 (2) Resident but not Ordinarily Resident. (3) Non-Resident.

S.No.	Particulars	₹
(1)	Income from business in Delhi, controlled from London	2,00,000
(2)	Interest on Debentures of Indian Company received in Japan	2,20,000
(3)	Rent from property in France received in Mumbai	2,40,000
(4)	Interest on Bank Accounts in Dubai	1,20,000
(5)	Income from agriculture in Sri Lanka	1,40,000
(6)	Income from business in Nepal controlled from India	1,60,000
(7)	Salary earned and received in Singapore	1,80,000
(8)	Past untaxed profits earned in U.K. brought to India during the previous year.	2,60,000

OR

4. Mr. Pratham is an Indian citizen. He visits various countries for the purpose of his business. Following are the details of his visits out of India. (15)

Name of Country	Date of Departure from India	Date of Arrival in India
Germany (for first time)	01.07.2015	01.03.2017
France	10.04.2017	28.04.2017
U.K.	15.05.2017	01.06.2017
Australia	28.06.2017	15.07.2017
Singapore	01.09.2017	17.09.2017
China	01.02.2018	22.02.2018

Determine his residential status for the Assessment Year 2018-19.

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5. Mr. Mahesh is the owner of two houses. He provides you the information of these two houses for the year ended on 31st March, 2018 as under : (15)

(a) First house is let-out with municipal valuation ₹3,00,000 p.a. and actual rent ₹30,000 net municipal tax paid @10% on municipal valuation. Interest on housing loan paid ₹50,000 and house was vacant for 2 months.

(b) Second house is self occupied property with municipal valuation ₹1,00,000, municipal tax paid ₹10,000 and interest on housing loan paid ₹45,000.

(c) He also received following income during year

Interest on deposit with companies ₹ 1,60,000

Dividend from Bank of India ₹ 40,000

Interest on Saving Bank Accounts ₹ 15,000

Dividend from co-operative bank ₹ 10,000

(d) He also deposited ₹1,20,000 in P.P.F. during the Previous Year.

You are required to calculate taxable income for the Assessment Year 2018-19.

OR

5. Mr. Dinesh provides the following particulars of assets transferred by him during the previous year ending 31st March, 2018. You are required to compute his Income from Capital Gains chargeable to tax for Assessment Year 2018-19. (15)

A residential house in Indore was purchased on 12th December, 1998 at a cost of ₹18,00,000. Fair Market Value of the residential house on 1st April, 2001 was ₹25,00,000.

The cost of improvement incurred by him was as follows :

Financial Year	Amount (₹)
1999 - 2000	2,00,000
2003 - 2004	3,27,000
2009 - 2010	3,70,000
2014 - 2015	8,40,000

He sold the above house on 19th March, 2018 for ₹1,50,00,000.

He incurred transfer expenses of ₹3,00,000 on the sale transaction.

He purchased a new residential house in Bhopal for ₹40,00,000 on 28th March, 2018.

He purchased 3 years bonds issued by Rural Electrification Corporation (REC) for ₹12,00,000 on 29th March, 2018.

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Cost Inflation Index are as follows :

Financial Year	Cost Inflation Index
2001 - 2002	100
2003 - 2004	109
2009 - 2010	148
2014 - 2015	240
2017 - 2018	272

6. (a) Explain the term Income with suitable examples. (10)

6. (b) Explain the deductions under Income from other sources. (10)

OR

6. Write short notes on **any four** of the following : (20)

- (i) Assessment Year and Previous Year.
- (ii) Taxable perquisites.
- (iii) List of assets which are not capital assets.
- (iv) Allowable business expenditure.
- (v) Deductions under Income from house property.
- (vi) Deduction under section 80DD.

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3. National Nutrition Mission (NNM) is created to ensure effective nutrition interventions.
4. Central government allocation to agriculture declined in recent years.
5. Credit provisioning for agriculture is adequate in India.
6. Agricultural marketing infrastructure is inadequate in India.
7. Disinvestment in India is mainly governed by deficit considerations.
8. National Green Tribunal is responsible to maintain the environment.
9. FDI flows into services sector are not satisfactory.
10. Indian banking sector is facing serious threat from non-performing assets.
11. Indian money market is segmented.
12. Indian insurance sector provides only life insurance.

- Q.2 Answer **any two** of the following: 15
- a. What is liberalisation? Explain the different policy measures undertaken to liberalise the Indian economy since 1991.
 - b. Explain the role of social infrastructure related to health.
 - c. Explain any seven Sustainable Development Goals.
- Q.3 Answer **any two** of the following: 15
- a. Explain the main features of National Agriculture Policy 2000.
 - b. Discuss the role of different financial institutions in providing rural credit.
 - c. Explain the policy initiatives to improve agricultural marketing in India.
- Q.4 Answer **any two** of the following: 15
- a. Bring out the main features of Competition Act of 2002.
 - b. Explain the measures to promote MSME sector in recent years.
 - c. Explain the growth of services sector since 1991.
- Q.5 Answer **any two** of the following: 15
- a. Explain the recent trends in Indian banking sector.
 - b. Explain the various money market instruments.
 - c. Explain the role of SEBI in the development of capital market.
- Q.6 Write short notes on **any four**: 20
- a. Globalisation
 - b. Make in India
 - c. Agricultural Pricing strategies
 - d. Measures to control industrial pollution
 - e. Measures to develop the insurance sector
 - f. Structure of Indian capital market

[Time: 3 Hours]

[Marks: 100]

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) Select the most appropriate answer from the options given below (Any Ten) (10)

- 1) The _____ concept rests on four pillars: target market, customer needs, integrated marketing and profitability.
a) Product
b) Production
c) Marketing
d) Holistic
- 2) With the help of _____ marketers can analyze customer behavior.
a) Marketing Research
b) Enterprise
c) Production concept
d) None of these
- 3) _____ is one of the patterns of target market selection.
a) Full market coverage
b) Half market coverage
c) Middle market coverage
d) All of these
- 4) _____ is an element of the Marketing Mix.
a) Profit
b) Price
c) Investment
d) Plan
- 5) _____ is the part of the product that carries information about the product and the seller.
a) Channels
b) Profit
c) Label
d) Decision
- 6) _____ when registered becomes a trademark.
a) Brand
b) Product
c) Patent
d) Copyright
- 7) In _____ distribution system, two or more firms at the same level come together for marketing purpose.
a) Horizontal
b) Multi-Channel
c) Multi-Level
d) None of these
- 8) _____ includes tools like discounts, coupons, free samples etc. used to stimulate demand.
a) Public Relations
b) Sales Promotion
c) Supply
d) Publicity
- 9) _____ is one of important steps in personal selling.
a) Blurring
b) Prospecting
c) Reporting
d) Mentoring

- 10) Ethics is a branch of _____ which is concerned with human conduct.
- a) Physiology
b) Psychology
c) Philosophy
d) Sociology
- 11) _____ marketing makes use of electronic devices such as computer.
- a) Digital
b) Green
c) Rural
d) Traditional
- 12) _____ is/are main factors contributing to the success of brands in India.
- a) Unique Selling Proposition
b) Innovation
c) Consistency
d) All of these

(B) State whether the following statements are true or false: (Any Ten) (10)

- 1) Co-ordinating is a very important function of Marketing.
- 2) Marketing Research is increasing the gap between the producers and consumers.
- 3) Data warehousing is one of the techniques in Customer Relationship Management.
- 4) Brands should be repositioned frequently.
- 5) Odd pricing is also called psychological pricing.
- 6) Label acts as a silent salesman.
- 7) Direct channel of distribution involves intermediaries to sell goods to final consumers.
- 8) Packaging helps in promotion of goods.
- 9) Sales Planning involves setting sales targets.
- 10) The consumer organizations create awareness about consumer rights.
- 11) Green Marketing contributes to the betterment of public health.
- 12) Over spending on promotion can lead to failure of brand.

2. Answer ANY TWO of the following: (15)

- a) How strategic marketing differs from traditional marketing? Explain.
- b) Discuss the various components of Marketing Information System.
- c) Explain in detail any two factors influencing consumer behaviour.

3. Answer ANY TWO of the following: (15)

- a) Describe the management of different stages of Product Life Cycle.
- b) What is Packaging? Explain the essentials of a good packaging.
- c) Explain the various factors affecting pricing.

4. Answer ANY TWO of the following: (15)

- a) Explain the different types of traditional Channels of Distribution.
- b) What is Promotion? Explain the important elements of Promotion-mix?
- c) Discuss the components of Sales Management.

5. Answer ANY TWO of the following:

(15)

- a) Explain the competitive strategies for Market Leaders and Market Followers.
- b) What are the features of Indian Rural Market?
- c) Elaborate various careers in marketing in 21st century.

6. Write short notes on ANY FOUR of the following:

(20)

- a) Importance of Marketing.
 - b) Bases of Market segmentation.
 - c) Strategies of product positioning.
 - d) Integrated Marketing Communication.
 - e) Unethical practices in Marketing.
 - f) Factors contributing to success of a brand.
-



3. (A) What are audit working papers? Explain the importance of audit working papers. 15
- OR**
3. (B) What are the contents of Permanent Audit files and Temporary Audit files? 15
4. (A) Explain Internal Control. 15
- OR**
- (B) Write an Internal control system for Salaries and Wages. 07
- (C) What is Test Checking and when can it be adopted? 08
5. (A) What is a voucher? Explain vouching. 07
- (B) What points should be considered by the Auditor in verification? 08
- OR**
- (C) Explain Verification. 07
- (D) How would you vouch 'Purchases'? 08
6. (A) How would you verify 'Plant & Machinery'? 10
- (B) How will you verify sundry debtors? 10
- OR**
6. Write short notes on (any four) : 20
- a) Any five principles of Audit
 - b) Balance sheet audit
 - c) Audit Procedure
 - d) Audit sampling and purpose of sampling
 - e) Internal check
 - f) Audit Planning

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[Time: 3 Hours]

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. Draw neat diagrams wherever necessary.

Q.1 A) Select the right answers and rewrite the statements (Any 10) :

(10)

1. According to the modern theory of international trade, _____ is responsible for international trade.

a) Factors endowments	b) Labour
c) Money	d) None of these

2. _____ refers to the rate at which a country's exports exchange against its imports.

a) Foreign exchange	b) Balance of payments
c) Terms of Trade	d) Investment rate

3. Marshall and Edgeworth introduced a geometrical device to explain the gains from trade which is known as _____.

a) Indifference curve	b) Isoquant curve
c) BOP curve	d) Offer Curve

4. A protectionist policy has the following drawbacks _____.

a) Consumers have to pay higher price	b) Producers get higher profits
c) Quality of goods may be affected	d) All of these

5. A tariff _____.

a) Increases the volume of trade	b) Reduces the volume of trade
c) Has no effect on volume of trade	d) None of these

6. _____ occurs when a group of countries agree to have free movement of factors of production.

a) Free trade area	b) Customs Union
c) Common market	d) Preferential trade agreement

7. Rich countries have balance of payments deficit _____.

a) Sometimes	b) Never
c) Always	d) Every year

8. The official reduction in the value of a currency with respect to other currencies is known as _____.

a) Revaluation	b) Appreciation
c) Devaluation	d) Depreciation

9. The _____ declaration recognised that the TRIPs agreement should protect public health.
- a) Bali
b) Doha
c) Bandung
d) Singapore
10. Foreign exchange market is _____.
- a) Grouping, by electronic means
b) Located only in London
c) Located only in New York
d) None of these
11. Hedgers enter into a foreign exchange market to _____.
- a) Speculate
b) Promote exports
c) Cover risks
d) Promote imports
12. Holding everything else constant, an increase in interest rates in India will lead to _____.
- a) Capital inflows into India
b) Depreciation of the INR
c) Capital outflows from India
d) A decrease in demand for goods and services.

Q.1 B) State whether the following statements are True or False. (Any 10) (10)

1. Adam Smith gave the first classical theory of international trade.
2. Net barter terms of trade is also known as commodity terms of trade.
3. If the cost ratios are equal there will be gain to both the countries and there will be trade.
4. The cheap foreign labour argument is a legitimate argument against free trade because the cheap labour leads to low costs of production.
5. If a country increases its tariff then imports will be more expensive.
6. Nepal is a founder member of the European Union.
7. A surplus in the current account of BOP implies that the country is lending to foreigners more than foreigners lending to it.
8. Monetary and fiscal policies are used to correct BOP disequilibrium.
9. The IMF has been given the mandate to negotiate multilateral rules in services.
10. Majority of retail foreign exchange trading happens in forward market.
11. If the U. S. dollar appreciates relative to the Swiss franc, Swiss chocolate will become cheaper in the U. S. A.
12. Sterilised intervention is done through open market operations.

Q.2 Attempt any two of the following: (15)

- a) Bring out the differences between the Ricardian theory of international trade and the modern theory of international trade.
- b) What are the factors affecting terms of trade?
- c) Discuss the J. S. Mill's theory of reciprocal demand.

- Q.3 Attempt **any two** of the following: (15)
- Discuss the arguments in favour of the policy of free trade.
 - Explain the economic effects of import tariffs.
 - What are the reasons for Britain exiting (Brexit) the European Union?
- Q.4 Attempt **any two** of the following: (15)
- Discuss the structure of balance of payments of a country.
 - Explain different measures to correct deficit in the balance of payments.
 - Discuss the WTO agreements with references to GATs.
- Q.5 Attempt **any two** of the following: (15)
- Discuss the factors influencing demand for and supply of foreign exchange.
 - Discuss the absolute and relative versions of the purchasing power parity theory.
 - Explain managed flexible exchange rate system in India.
- Q.6 Write short notes on **any four** of the following: (20)
- Shortcomings of the Heckscher – Ohlin theory of international trade.
 - Objectives of commercial trade policy
 - The Marshall – Lerner condition
 - Spot and forward exchange rates
 - Types of economic integration
 - Functions of foreign exchange market



TyBcom-VI

Regular - April 2019

(3 Hours)

Marks : 100

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

1. (A) Select the most appropriate answer from the options given below (ANY TEN) (10)

- 1) _____ refers to studying and collecting information about operations and responsibilities of a specific job.
- a) Job Design
b) Job description
c) Job analysis
d) job specification
- 2) _____ refers to putting right man for the right job.
- a) Selection
b) Recruitment
c) Placement
d) None of these
- 3) _____ is a technique of E-Selection.
- a) Group Discussion
b) Campus interview
c) Personal Interviews
d) Key word search
- 4) Human Resource Development leads to _____.
- a) Personal Development
b) Organisational Development
c) Career Development
d) All of these
- 5) Performance appraisal is needed for _____.
- a) Managers
b) Temporary Employees
c) Permanent employees
d) All type of employees
- 6) _____ helps to improve employee's mental health and wellbeing.
- a) Counseling
b) Mentoring
c) Training
d) Career guidance
- 7) _____ states that most employees dislike work and lack motivation.
- a) Theory Z
b) Theory Y
c) Theory X
d) ERG Theory
- 8) _____ is an act of stimulating someone or oneself to a desired course of action.
- a) Motivation
b) Morale
c) Communication
d) Emotional Quotient

- 9) _____ is a feeling of injustice at the workplace.
- | | |
|----------------|---------------|
| a) Grievance | b) Attrition |
| c) Counselling | d) Engagement |
- 10) _____ popularized the concept of Learning Organisations through his book entitled "The Fifth Discipline".
- | | |
|-------------------|----------------|
| a) Peter Drucker | b) Henry Fayol |
| c) Abraham Maslow | d) Peter Senge |
- 11) Employee _____ is the extent to which employees feel passionate and committed to do their job.
- | | |
|----------------|---------------|
| b) Enrichment | b) Engagement |
| c) Enlargement | d) Endowment |
- 12) Employee _____ involves giving the employees autonomy to take right decisions.
- | | |
|----------------|---------------|
| b) Empowerment | b) Enrolment |
| c) Education | d) Experiment |

(B) State whether the following statements are true OR false: (ANY TEN) (10)

- 1) Job Enlargement refers to vertical expansion of job.
- 2) Motion Study is a technique of job enrichment.
- 3) Strategic Human Resource Management has a long term perspective.
- 4) Job Rotation is a form of off the job training programme.
- 5) Performance appraisal facilitates promotion decisions.
- 6) The organisation has no role in Career planning of the employees.
- 7) Valence is the value that the individual associates with the outcome or reward.
- 8) Spiritual Quotient is the employee's ability to manage emotions at work place.
- 9) Under the Grievance Handling procedure, the ruling of the immediate superior is final and binding on the aggrieved employee.
- 10) Innovative organizations must give autonomy to employees.
- 11) Actively disengaged employees have negative attitude towards the firm.
- 12) Verbal comments can also constitute Sexual Harassment of women at work place.

Q2. Answer ANY TWO of the following. (15)

- a) Define the term 'Human Resource Management'. Explain the importance of HRM.
- b) What is Human Resource Planning? Explain the steps involved in Human Resource Planning.
- c) Define Recruitment. Discuss the internal sources of recruitment.

Q3. Answer ANY TWO of the following: (15)

- a) Define Human Resource Development. Discuss the functions of Human Resource Development.
- b) Explain the concept of performance appraisal. What are its benefits?
- c) Discuss briefly the importance of Career Planning & Development to employees and employers.

Q.4 Answer ANY TWO of the following (15)

- a) Define Leadership. Explain the Transactional Leadership theory.
- b) What is employee morale? Explain factors affecting employee morale.
- c) Explain the term Employee Grievance. What are the causes of employee grievance in organisations?

Q5) Answer ANY TWO of the following: (15)

- a) What do you mean by Competencies? Explain the classification of Competencies.
- b) Explain the term Human Resource Information System. Discuss its importance.
- c) Explain Employee Absenteeism. What are its causes?

Q6) Write short notes on ANY FOUR of the following (20)

- a. Job Design
- b. Off the job methods of training
- e. Pink's Theory of Motivation
- d. Learning Organisations
- e. Managing Workforce Diversity
- f. Downsizing



TYBcom
Sem VI

TYBcom Regular VI

(3 Hours)

(Total Marks : 100)

Please check whether you have the right question paper.

- N.B.:**
- 1) All Questions are Compulsory.
 - 2) Figures to the right indicate full marks allotted to the question.
 - 3) Working Notes should form the part of your answer.
 - 4) Calculate figures upto two decimal points, wherever required.
 - 5) Provisions of GST Act as on 01.04.2018 have to be considered. Amendments made to the act thereafter are to be ignored.

1. A) Select the most appropriate option and rewrite the full sentence. (Any Ten) : (10)

- 1) Alcoholic Liquor for human consumption is subject to : _____
 - a) CGST
 - b) SGST
 - c) IGST
 - d) None of the Above
- 2) Goods and Service Tax is a tax levied on goods and services at each point of _____.
 - a) Demand
 - b) Cash Sale
 - c) Supply
 - d) Manufacturing
- 3) The definition of "Goods" under the GST Act does not include _____.
 - a) Grass
 - b) Growing Crops
 - c) Actionable Claims
 - d) Money and Securities
- 4) M/s. Deepak Enterprises of Mumbai supplies Goods to M/s Jyoti Associates Rajasthan, this will classify as : _____.
 - a) Export Supply
 - b) Import Supply
 - c) Intra State Supply
 - d) Inter State Supply
- 5) For services of Beauty Treatment, the place of supply is the location : _____.
 - a) of recipient
 - b) Where services are actually performed
 - c) of Supplier
 - d) of registered Person
- 6) Maximum time for availing Input Tax Credit is _____.
 - a) The date of filing of the Annual Return
 - b) Due date of filing of Return for the month of September
 - c) Earliest of (a) and (b) above
 - d) Later of (a) and (b) above
- 7) The Form used for Registration is _____.
 - a) Form GSTR-1
 - b) Form GSTA-1
 - c) Form GST-REG-01
 - d) Form GST Reg
- 8) Taxable minimum turnover limit in GST that is applicable in the state of Maharashtra is _____.
 - a) ₹10 Lakhs
 - b) ₹20 Lakhs
 - c) ₹25 Lakhs
 - d) ₹75 Lakhs
- 9) The Tax deducted has to be paid to the Government within _____ days after the end of the month in which deducted
 - a) 7
 - b) 10
 - c) 15
 - d) 20

Compute the value of taxable supply and GST Liability of Mr. Ashok. GST rate to be taken CGST 9 % and SGST 9%.
All amounts given are excluding GST.

B) Classify the following activities as taxable supply and non-taxable supply : (05)

Particulars	₹
1. Commission received on sale of wheat	1,20,000
2. Professional advice to his friend free of charge	10,000
3. Sold goods to Mr. Kumar of Thane	67,000
4. Hotel Room Rent of ₹800/- per day	10,000
5. College fees for recognized course from recognized university	45,000

OR

2. C) M/s. Kavita & Sons (Property dealer) provides you details of following activities during the month August, 2018. Compute the value of taxable supply and GST Liability : (10)

Particulars	₹
1. Collected rent from shops	6,00,000
2. Received rent from vacant land used for agricultural	2,00,000
3. Received rent from premises let to a temple trust	1,50,000
4. Rent received from land used for Mona Circus	7,50,000
5. Paid stationery and Telephone bills	4,75,000
6. Rent received on storing of Agricultural Produce	2,10,000
7. Rent received from residential house	1,60,000

GST rate to be taken CGST 9 % and SGST 9%.
All amounts given are excluding GST.

D) Classify the following activities as taxable supply and non-taxable supply : (05)

Particulars	₹
1. Bank Charges on Current A/c	12,000
2. Sold Wrist-watches and pocket watches	1,20,000
3. Shampoos are distributed as free samples	50,000
4. Services rendered by a Member of Parliament	35,000
5. Renting premises for religious purpose	9,000

3. A) Mr. Alok, a registered dealer in Maharashtra, provides the following details for the month of March, 2019. Calculate his Net Liability under the GST Act : (07)

Opening balance in Electronic Credit Ledger :

IGST - ₹75,000/-, CGST - ₹10,000/-, SGST - ₹10,000/-

S. No.	Particulars	Amount
1.	Sold goods to Pradeep in Mysore (Karnataka)	1,50,000
2.	Sold goods to M/s Anil and Co in Pune (Maharashtra)	2,00,000
3.	Purchased goods from Vinod and Co from Sangli (Maharashtra)	60,000

4.	Services availed from a consultancy firm in Surat (Gujarat)	100,000
5.	Purchased Goods from Jayant and Co from Mumbai (Maharashtra). No Tax invoice has been received.	50,000

Note : 1. All amounts are exclusive of GST.

2. Rates of IGST - 12%, SGST - 9%, CGST - 9%.

B) Determine the place of supply in each of the following giving reasons (Any Four): (08)

- 1) Deepak having registered office in Meerut, imported goods into India from Singapore, which were received at Mumbai Airport.
- 2) M/s Siddhi Vinayak CHS Ltd., Mumbai, placed an order for Installation of Elevator with M/s Otis Elevators. The Elevator was installed at the society's building in Mumbai.
- 3) Deepali, a mehendi artist, based in Mumbai, travels to Udaipur, Rajasthan for an assignment for Bridal Mehendi.
- 4) M/s. Deepshikha Enterprises, based in Delhi, supplied a Videocom DTH connection from Videocom Ltd. based in Chennai to Mr. Sagar in Noida, Uttar Pradesh.
- 5) M/s. Arijit of Nanded, Maharashtra, sells 20 washing machines to M/s. Abhijeet of Kota, Rajasthan for delivery at his registered address in Kota.

OR

3. C) M/s. Winwin Ltd., a registered dealer in the state of Maharashtra, provides the following details for the month of February, 2019. Calculate the Net Liability under the GST Act : (07)

Opening balance in Electronic Credit Ledger :

IGST - ₹2,000/-, SGST - ₹5,000/-

S. No.	Particulars	Amount
1.	Sold goods to Mr. Ashok in Patiala (Punjab).	2,00,000
2.	Sold goods to M/s Vinay and Co in Virpur (Gujarat)	4,00,000
3.	Purchased goods from Ms. Mona from Dibrugarh (Assam)	1,00,000
4.	Services availed from a consultancy firm in Katra (Jammu and Kashmir)	1,00,000
5.	Purchased Goods from Mr. Kishanlal, from Amritsar (Punjab). The Tax invoice was received. However, the goods were not received	50,000

Note : 1. All amounts are exclusive of GST.

2. Rates of IGST - 12%, SGST - 9%, CGST - 9%.

D) Determine the place of Supply in each of the following giving reasons (Any Four): (08)

- 1) Ustaad Zakir Hussein, Tabla Maestro, based in Mumbai, travels to Delhi for a performance at Delhi's Pragati Maidan.
- 2) M/s. BSNL Ltd. based in Delhi, supplied a landline to M/s. Speak up, in their office at Mathura, Uttar Pradesh.
- 3) M/s. A. K. Enterprises of Pune, Maharashtra sells 60 Television sets to M/s. K. A. Enterprises, Sangli & Maharashtra for delivery at Sangli, Maharashtra.

- 4) Mr. Headcomb, a hairstylist, registered in Chennai, travels to Dubai to provide his services to Ms. Longhair, a resident of Dubai.
- 5) Mr. Pappu Sharma, a Punjab based registered comedian, hosted a comedy show at Muscat on the birthday of Mr. Tejkiran, a Mumbai based Registered person

4. A) M/s. Shivai Udyog has provided the following particulars relating to the goods sold by it to Ganesh Enterprises. (10)

Particulars	₹
List price of the Goods (Exclusive of Expenses, Taxes and Discounts)	60,000
Tax levied by local Municipal Corporation on above goods	10,000
Primary Packing	2,500
Extra Protective Packing	1,000
CGST & SGST chargeable on the Goods	7,200
Special Printing of its Name & Trade Mark on the Goods	2,500
Weighment Charges	2,000

M/s. Ganesh Enterprises received ₹ 5,000/- as subsidy from "Life is Good" a Non-Profit making Organization in respect of timely supply of goods.

The price of ₹ 60,000/- is after considering such subsidy. M/s. Shivai Udyog offers 5% trade discount on the list price of the goods.

Determine the value of Taxable supply made by M/s. Shivai Udyog. Also, calculate SGST @ 2.5% and CGST @ 2.5%.

- B) Determine the time of Supply in each of the following cases as per the provisions of GST Act : (05)

S. No.	Date of Supply of Service	Date of Invoice	Date of Payment
1.	16.07.2018	19.07.2018	24.07.2018
2.	06.10.2018	17.11.2018	18.11.2018
3.	04.12.2018	03.12.2018	06.01.2019
4.	10.01.2019	10.02.2019	15.02.2019
5.	16.02.2019	28.02.2019	18.02.2019

OR

4. C) M/s. Gurunath a registered supplier, provides you the following details with respect to the contract entered with M/s. Shisha Enterprises for Supply of Goods : (10)

Value of Goods inclusive of IGST @18% 1,88,800
Taxes Other than GST 18,500

Following Expenses were incurred by M/s. Gurunath :

a) Insurance Charges 8,000
b) Freight Charges 5,000
c) Designing Charges 6,000 19,000

Following Expenses were incurred by M/s. Shisha Enterprises on behalf of M/s. Gurunath :

Testing Charges 3,000

Expenses of ₹3,000/- was incurred on transportation by M/s. Shisha Enterprises not on behalf of M/s. Gurunath.

Subsidy of ₹20,000/- was received from the Udaan a NGO, list price is after considering such subsidy.

Calculate the value of supply. Also, calculate Tax Payable.

- D) Determine the time of Supply in each of the following cases as per the provisions of GST Act : (05)

S. No.	Date of Removal	Date of Invoice	Date of Payment
1.	15.04.2018	18.04.2018	26.04.2018
2.	15.05.2018	14.05.2018	16.05.2018
3.	01.10.2018	16.10.2018	19.10.2018
4.	04.12.2018	06.12.2018	10.12.2018
5.	05.02.2019	10.02.2019	08.02.2019

5. A) Gayatri Limited a trading concern in Maharashtra is a registered dealer and wants to opt for composition scheme. It furnishes you with the following information for the year 2018-19 : (07)

Kindly advise :

- Are they eligible to opt for the Composition Scheme?
- If yes, calculate their composition tax liability (SGST @ 0.5% and CGST @ 0.5%).

The breakup of supplies are as follows :

Particulars	₹
Intra state Supply of Exempted goods to Mr. J.	13,00,000
Intra state supply of Taxable goods to Mr. K (Tax Rate @12%)	9,50,000
Intra state supply of Taxable goods to Mr. A (Tax Rate @ 5%)	3,45,000
Value of Inward Supply on which tax is payable on Reverse Charge Mechanism	7,00,000
Intra State Supply of taxable goods to Mr. Q (Tax Rate @18%)	10,00,000

All amount are exclusive of GST.

- B) M/s. Sathe Bros. provide the details of transactions of their business from the State of Maharashtra during the month of October, 2018. Are they liable to get registered under GST? If yes, from when? (08)

Date	Particulars	Amount
08.10.2018	Goods supplied to Nanded (Maharashtra)	3,17,500
10.10.2018	Exempt supplies to Surat (Gujarat)	2,10,000
17.10.2018	Taxable goods supplied to Raver (Maharashtra)	11,50,000
19.10.2018	Inward supplies on which tax is payable under reverse charge	50,000
20.10.2018	Goods supplied to Nandurbar (Maharashtra)	3,50,000
25.10.2018	Services provided to Sangli (Maharashtra)	1,75,000

OR

5. C) **Speed Limited** a trading concern in Maharashtra is a registered dealer and wants to opt for composition scheme. It furnishes you with the following information for the year 2018-19 : (10)

Kindly advise :

- Are they eligible to opt for the Composition Scheme?
- If yes, then calculate their composition tax liability (SGST @ 0.5% and CGST @ 0.5%).

The breakup of supplies are as follows :

Particulars	₹
Intra State Supply of Exempted goods to Mr. Sangma.	10,00,000
Intra State Supply of Taxable goods to Mr. Sibal (Tax Rate @12%)	30,00,000
Intra State Supply of Taxable goods to Mr. Jaitley (Tax Rate @ 18%)	20,00,000
Intra State Supply of Taxable goods to Mr. Gadkari (Tax Rate @ 5%)	20,00,000
Value of Inward Supply on which tax is payable on Reverse Charge Mechanism	5,00,000

All amount are exclusive of GST.

- D) State with reason whether the Dealer is required to get registered under GST or not. (08)
(Any Four) :

- A trader in the Hilly regions of Uttarakhand makes taxable supply of Goods to a trader in Uttarakhand for a value of ₹19,95,000/-
- M/s. Siddhi Enterprises operating in Meerut, supplies taxable services of ₹15,00,000/- within Meerut.
- Mr. Roger Bond, a Non- resident person, supplies taxable goods worth ₹5,00,000/- in Pune.
- Ravindra, a farmer, sells agricultural goods worth ₹21 Lakhs cultivated by him on his own land.
- Ms. Bhavisha situated in the State of Sikkim, supplies taxable goods worth ₹12 Lakhs.

6. A) State the benefits of Goods and Services Tax. (10)
- B) Explain in brief, the conditions for availing Input Tax Credit and the time limit to avail it? (10)

OR

6. C) Write Short Notes on (Any Four) : (15)
- Electronic Commerce Operator
 - Composite and Mixed Supply
 - Supplier
 - Aggregate Turnover
 - Casual Taxable Person
 - Electronic Credit Ledger

T/Bcom-VI 314119

T/Bcom - ~~ABKUTARO~~ P. Code: 31096

April-2019

Time: 2½ Hours

Total Marks:75

- NB:**
- 1 All questions are **compulsory**
 - 2 **Figures** to the **right** indicate **full marks**
 - 3 Working notes should **form part** of your answers
 - 4 Use of simple calculator is **allowed**

Q1 A State whether the following statements are True or False. (Any 8) (08)

- 1) Sinking Fund should be disclosed under the head 'Share capital' in the balance sheet of a Co-operative housing society.
- 2) After buyback of equity shares, the debt- equity ratio should not exceed 2:1
- 3) An amount equal to the face value of equity shares bought back out of free reserves should be transferred to Capital Redemption Reserve account
- 4) Exchange rate is the ratio of exchange of two currencies
- 5) Balance sheet of a cooperative housing society is to be prepared in Form 'N'
- 6) Profit in the pre-incorporation period is to be transferred to capital reserve
- 7) Foreign currency is the currency other than the reporting currency
- 8) Future Maintainable profit is calculated on the basis of adjusted average profit
- 9) Intrinsic value in valuation of shares is also known as Net Asset Value
- 10) Accounts receivable is a non- monetary item

Q1B Match the Columns (Any 7) (07)

Group A	Group B
1) Buy back of shares	Transferred to Profit and Loss account at the end of the year
2) Dividend Equalisation Reserve	25% of surplus
3) Subscription to Education and Training Fund	An intangible asset
4) Transfer to Reserve Fund	Is a free reserve
5) Profit prior to incorporation	Monetary item
6) Loss prior to incorporation	Non- monetary item
7) Goodwill	Rs 3 per member
8) Net asset value	Transferred to goodwill account
9) Stock	Transferred to Capital Reserve
10) Balance in Foreign Exchange Fluctuation account	Net assets divided by number of Equity shares
	Special Resolution
	Directors fees

Q. P. Code: 31096

2. HR Pvt. Ltd. was incorporated on 1st August, 2016. This company agreed to take over business of RR Brothers as going concern with effect from 1st April, 2016.

The Profit and Loss Account for the year ended 31st March, 2017 is given below:

Particulars	Rs.	Particulars	Rs.
To Salaries	32,000	By Gross Profit	1,50,000
To Rent	12,000		
To Office Expenses	18,000		
To General Expenses	9,000		
To Carriage Outward	7,500		
To Salesmen's Salaries	15,000		
To Bad Debts	3,750		
To Commission on Sales	6,000		
To Director's Fees	4,000		
To Interest on Debentures	6,000		
To Interest to Vendors	8,000		
To Salary to Partner Mr. H	7,000		
To Net Profit	21,750		
Total	1,50,000	Total	1,50,000

Additional Information:

1. Monthly Sales for October 2016 to March 2017 is 150% of Monthly Sales for April 2016 to September 2016.
2. Rent is paid on the basis of floor area occupied. Floor area occupied was doubled in the post incorporation period.
3. Salary is of two employees employed in pre incorporation period, which was increased by one employee in post incorporation period.

Prepare Profit and Loss A/c for the year ended 31st March 2017 in the columnar form appropriating all income and expenditure items between Pre-incorporation and Post-incorporation period on suitable basis. (15)

OR

2. On 1/1/2017 JR Ltd., has exported goods to U.S. based company AP & Co. worth U.S. \$50,000 at an exchange rate of Rs 65 per US\$. The Payments were received as follows:

Date	US \$	Exchange Rate per US\$
1/2/2017	20,000	Rs 63
1/3/2017	20,000	Rs 68
1/5/2017	10,000	Rs 67

The books of accounts are closed on 31st March and the exchange rate of 31/3/2017 was Rs 64 per US\$.

Pass necessary Journal Entries in the books of JR Ltd. and Prepare Foreign Exchange Fluctuation A/C. (15)

Q. P. Code: 31096

3. From the following trial balance as on 31.3.2017 of "Pratiksha CHS Ltd.", prepare Income & Expenditure A/c for the year ended 31st March, 2017 and the Balance Sheet as on that date in the format required under Maharashtra Cooperative Societies Act.

Debit Balances	Rs.	Credit Balances	Rs.
Audit Fees	15,600	Collection for Establishment Expenses	8,60,165
Cash at Bank	8,65,000	Collection for Property Expenses	20,21,145
Cash in Hand	3,000	Income & Expenditure Account	12,92,783
Dues from Members	14,70,000	Interest – Fixed Deposit	1,35,200
Electricity Charges	2,01,000	Interest – Savings Bank	90,000
Fixed Deposit -Sinking Fund	3,00,000	Members Contribution for Building	2,16,00,000
Fixed Deposits	12,50,000	Security Deposit - Contractor	1,00,000
Land and Building	2,16,00,000	Sinking Fund –Opening	17,78,511
Property Taxes	19,05,000	Statutory Reserve Fund- Opening	3,91,250
Repairs and Maintenance	1,55,100	Subscribed Capital:	
Salaries	2,45,000	- 2,100 shares of Rs.50 each	1,05,000
Security Expenses	92,122	Transfer Fees	3,000
Water Charges	2,95,645	Interest on SF Investment	25,556
Accruedd Interest on SF Investment	5,150		
Total	2,84,02,617	Total	2,84,02,617

Additional Information:

1. Authorised Capital: 5,000 shares of Rs 50 each.
2. Outstanding Electricity Expenses Rs 29,160
3. Collection for establishment expenses include collection for Sinking Fund Rs 5,34,108
4. Prepaid Security Expenses Rs 6,312 (15)

OR

3. Atul Ltd. agreed to purchase the business of Amar. For that purpose goodwill is to be valued at three years purchase of the average of previous 4 years adjusted profits.

The profits for the year ending 31.12.2014 to 31.12.2017 were as under:

Year ended	Rs
2014	20,200
2015	24,800
2016	25,000
2017	30,000

Following additional information is available as under:

- a. On 1.9.2016, a major repairs expenditure to Plant & Machinery for Rs 6,000 was charged to revenue. This was agreed to be capitalized for goodwill, subject to 10% p.a. depreciation on diminishing balance method.
- b. The closing stock for the year ending 31.12.2015 was overvalued by Rs 2,400.
- c. In order to cover cost of management, an annual charge of Rs 4,800 should be made for valuation of goodwill.

Compute value of goodwill. (15)

4A. The following particulars of Zen Ltd are available:

Equity share capital: 20,000 equity shares of Rs 10 each fully paid.

Preference share capital: 2,000, 12% preference shares of Rs 100 each fully paid.

Reserves & Surplus: Rs 30,000

External Liabilities: Creditors Rs 24,000; Bills Payable Rs 12,000

The average normal profit after tax earned each year by the company Rs 57,000

Q. P. Code: 31096

Transfer to General Reserve 10%. Assets of the Company include one fictitious item of Rs 1,600. The normal rate of return in respect of the equity share of this type of company is ascertained at 10% (ignore Goodwill).

Compute the value of the company's share by:

- a) the Asset Backing Method and b) Yield Method. (8)

4B. The profits of X Ltd. were as follows:

	Rs.
31-3-2015	4,16,000
31-3-2016	4,00,000
31-3-2017	4,26,000

It had 5% Rs 80,000 (face value) non trading investments. The market value of this investments were Rs 76,000. The average tangible capital employed is Rs 18,46,000 which has market value of Rs 20,76,000. The expenses of Rs 1,000 per month are likely to be discontinued. Tax rate is 30% and normal rate of return is 10%.

Calculate goodwill at 2 years purchase of super profits. (7)

OR

4. The following is the Balance Sheet of Meena Ltd. as on 31-3-2017:

Liabilities	Rs	Assets	Rs
35,000 equity shares of Rs 10 each	3,50,000	Fixed Assets	9,50,000
10% redeemable preference shares of Rs 100 each	1,50,000	Stock	1,00,000
Profit & Loss Account	1,25,000	Debtors	1,50,000
General Reserve	75,000	Bank Balance	3,00,000
Security Premium	55,000		
Dividend Equalisation Reserve	45,000		
11% Debentures	2,00,000		
Bank Loan	2,00,000		
Sundry Creditors	3,00,000		
Total	15,00,000	Total	15,00,000

On the same date it was decided to buy back maximum number of shares at the maximum possible price permissible under the law.

Pass necessary Journal entries to record the above transactions and prepare Notes to Accounts of Share Capital and Reserves and Surplus after Buyback. (Do not prepare Balance Sheet) (15)

Q5A. What are the limits and conditions which a company has to comply with as per the provisions of the Companies Act, regarding buyback of shares? (08)

Q5B. What are the basis of allocation of expenses and incomes for calculating pre and post incorporation profits/ loss? (07)

OR

Q5 Write short notes on (any three) (15)

- i) Reserve Fund of Cooperative Housing Society
- ii) Capitalisation method of valuing Goodwill
- iii) Foreign Exchange Fluctuation account
- iv) Sources of Buyback of Equity shares
- v) Need for calculating profits prior to incorporation

TyBcom
Sem VI

TyBcom - VI regular

April - 2019

[Marks:100]

[Time: 3 Hours]

Please check whether you have got the right question paper.

- N.B:
1. All questions are compulsory.
 2. Figures to the right state the marks allotted to the questions.
 3. Do not change the order of objective as well as subjective sub-questions.

Q.1 A) Select the appropriate option form the alternatives given – (Any 10) (10)

1. Packaging helps in _____ of the product.
 - Financing
 - Protection
 - Licensing
2. FOB quotation includes _____.
 - Ex factory cost
 - Insurance
 - Marine Freight
3. Branding and Packaging are important considerations of _____.
 - Trade Credit
 - Product Planning
 - Shipping formalities
4. _____ is the route by which the goods move to foreign buyers.
 - Advertising
 - Marking
 - Distribution channel
5. _____ consist of techniques to induce response from customers and intermediaries.
 - Inspection
 - Sales promotion
 - Labelling
6. _____ is management of the flow of goods between the point of origin and the point of consumption.
 - Logistics
 - Warehousing
 - Packaging

7. Packing credit is required _____ the shipment.
- After
 - Before
 - During
8. _____ was established to provide medium and long term finance to exporter in India.
- ECGC
 - EXIM bank
 - DGFT
9. _____ is a commercial risk covered by ECGC.
- Insolvency of the buyer
 - Civil Disturbance
 - War
10. _____ certifies the consular invoice.
- IIP
 - Commodity Boards
 - Consulate
11. _____ issues the registration cum membership certificate.
- DGFT
 - EPC
 - Chamber of commerce
12. _____ states that the goods which are exported are from a specific country.
- Bill of Lading
 - Certificate of origin
 - Shipping Bill

Q.1 B) State whether the following statements are True or False. (Any 10)

(10)

1. Marking on packages give handling instruction.
2. Labelling aims at giving information about the products to the consumer.
3. Personal selling offers scope for feedback and persuasion from consumer.
4. Exporters need not consider competition and consumer preferences to fix export prices.
5. Insurance prevent risks from taking place.
6. Letter of credit is issued by the exporter's bank.
7. Importer Exporter Code number is provided by DGFT.
8. C & F agent looks after the shipment formalities for a commission.
9. SIDBI provides finance to small scale sector.

10. Exporters prefer sea transport for perishable goods in export marketing.
11. Pre shipment finance is provided only for capital goods.
12. Carting order is provided by custom authorities.

Q.2 Answer any two of the following.

15

- a) Explain various product planning decisions in export marketing.
- b) Discuss various factors determining export pricing.
- c) From the following data calculate minimum FOB price to be quoted by an exporter. Also calculate the amount of foreign exchange that can be earned at Rs. 44 US \$.

Particular	Amount (Rs.)
Materials cost	Rs. 34,000
Labour cost	Rs. 6,000
Transportation cost	Rs. 4,000
Profit earned	10% of FOB Cost
Duty Drawback	10% of FOB Price

Q.3 Answer any two of the following.

(15)

- a) Explain the various types of indirect channels of exporting.
- b) What factors are considered while selecting modes of transport in export trade?
- c) Discuss the different sales promotion techniques in export marketing.

Q.4 Answer any two of the following.

(15)

- a) Explain briefly the different methods of payment in export trade.
- b) Distinguish between Pre Shipment Finance and Post Shipment Finance.
- c) Describe the role of SIDBI in export finance.

Q.5 Answer any two of the following.

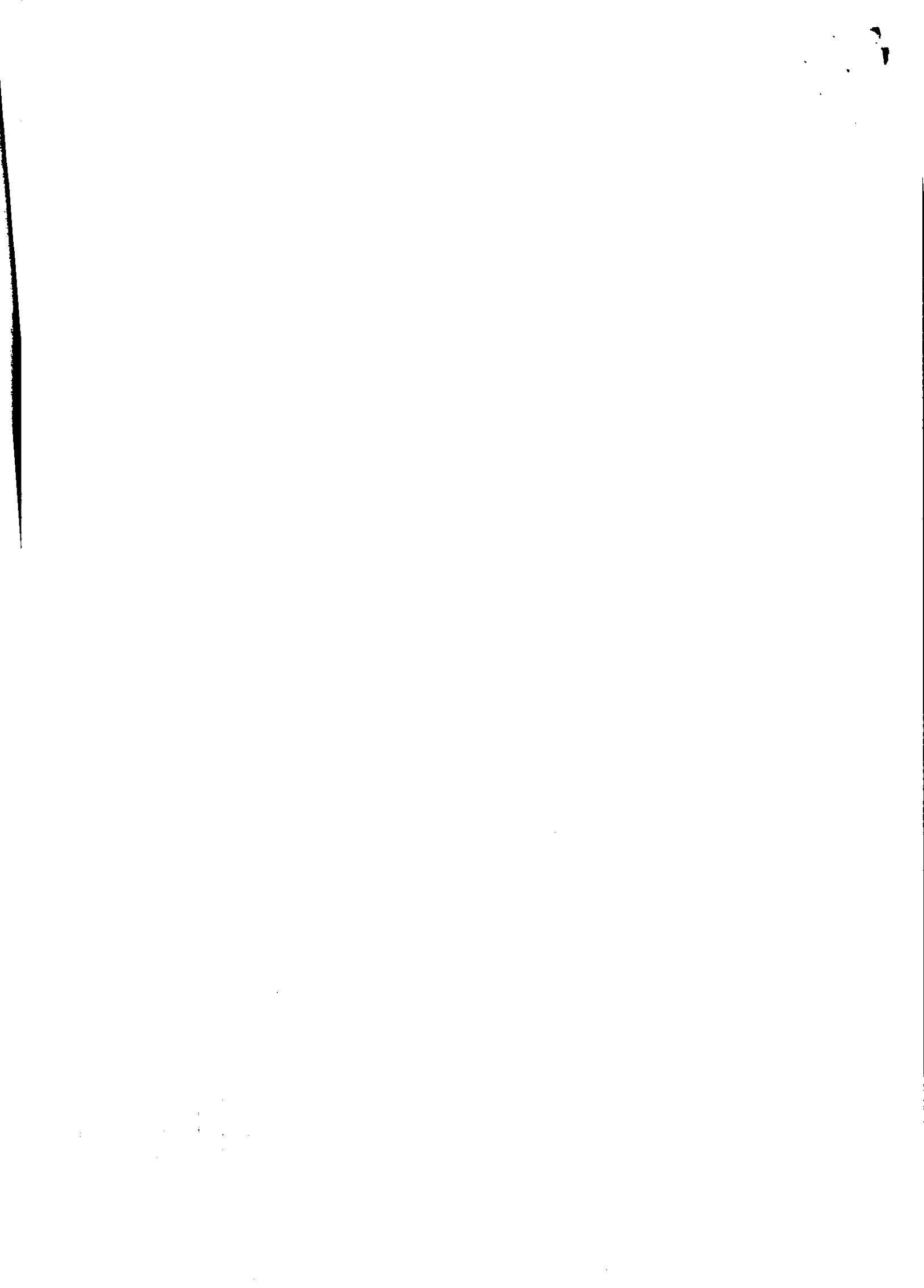
(15)

- a) Describe the Pre Shipment procedure in export.
- b) Explain the procedure involved in custom clearance of export consignment.
- c) What is Shipping Bill? State its importance.

Q.6 Write short notes on any four of the following.

(20)

- a) Procedure to obtain export finance
- b) Packaging
- c) Components of Logistics
- d) Countertrade
- e) Role of C&F agent
- f) Certificate Of Origin



(2½ Hours)

[Total Marks: 75]

- Note: 1) All questions carry equal marks and are compulsory.
2) Figures to the right indicate maximum marks for a question.

- Q1. (A) Attempt any *two* sub-questions from a), b) and c) in MS-EXCEL (2)
(True or False)
- The logical function AND returns the value TRUE only if all the conditions in it are TRUE.
 - A chart cannot be moved around on a worksheet.
 - Filter means getting only those records which are satisfying a given condition.
- (B) Attempt any *two* sub-questions from d), e) and f) in VISUAL BASIC (2)
(Multiple Choice)
- Various controls such as Textbox, Command Button and Option Button can be selected from _____.
A) Form Designer B) Properties Window
C) Toolbox Window D) Project Explorer
 - Visual Basic projects are identified by a _____ suffix.
A) .VBP B).MAK C) .FRM d).BAS
 - is the final key word used to indicate the end of a sub procedure.
A) End Do B) End Sub C) End D) Exit Sub
- (C) Attempt any *six* sub-questions from g), h), i), j), k), l), m), n), o) in E-Commerce. (True Or False). (6)
- E-Commerce helps us to buy products from global sellers.
 - EDI is a part of E-Commerce.
 - In E-commerce Ubiquity refers to Universal Standards
 - Portals are focused around a particular market segment.
 - A major drawback of E-Commerce is Security.
 - Authentication ensures that the message is not read by others.
 - In SET customer credit card number is never seen by the merchant.
 - Encryption means converting readable text into cipher text.
 - Sender and receiver have the same key in Symmetric Key Encryption.
- (D) Attempt any *five* sub-questions from p), q), r), s), t), u), v), w) in E-Commerce. (Multiple Choice) (5)
- _____segment of E-commerce focuses consumers dealing with each other.
A) B2B B) C2B c) C2C D) B2C
 - In _____ revenue model, revenue is generated from sales of goods, information or services.
A) Advertising B) Affiliation C) transaction D) Sales

- r) The full form of SSL is _____
 A) Secure Socket Layer B) Secure Socket Locket
 C) Single Socket Layer D) Soft Socket layer
- s) SET ensures _____.
 A) Authentication B) Non-repudiation C) both A & B D)None
- t) Sites that process transactions for consumers are _____.
 A) Transaction Broker B) Content Provider
 C)Service Provider D)Market Creator
- u) The percentage of persons who visit a website and buy something is called _____.
 A) Hits B) Conversion Rate C)affiliate D)none
- v) _____ is an online retail store.
 A) Portal B)Service Provider C) E-Tailer D) Content Provider
- w) _____type of technology scrambles the contents of files sent via the Internet.
 A) Encryption B) Digital Signature C) SSL D)Decryption

- Q2. (A) Answer any **one** sub-question from a) and b) in E-Commerce. (8)
- a) Explain the following B2C models in E-commerce.
 (i) Portal (ii) E-Tailer (iii) Transaction Broker (iv) Market creator
- b). Explain the Security issues in E-commerce.

- (B) Answer any **one** sub-question from c) and d) in E-Commerce. (7)
- c). Explain Encryption and Decryption. What is Private and Public key Encryption?
- d) What is M-commerce? Explain its applications.

- Q3. (A) Answer any **one** sub-question from a) and b) in MS-EXCEL (8)
- a) The following data has been entered in a worksheet.

	A	B	C	D	E
1	EMPNO	NAME	BASIC	DA	HRA
2	E125	REDDY	50000		
3	E126	AHUJA	35000		
4	E127	AGARWAL	60000		
5	E128	KHATRI	25000		
6	E129	BAKSHI	40000		
7	E130	BHATT	60000		

Write the steps to obtain

- i) DA as 125% of the Basic if Basic is more than 40,000 otherwise 110% of the Basic in column D.

ii) HRA as 24% of the Basic whenever Basic is below 30,000 otherwise 20% of the Basic in column E.

iii) Find number of cells where the Basic is above 45,000 in cell C10.

b) The following data has been entered in a worksheet.

	A	B	C	D	E	F
1	NAME	MATHS	SP	ECO	TOTAL MARKS	RESULT
2	SAMIR	55	60	50		
3	GANESH	56	62	55		
4	NASIR	65	60	54		
5	NEETA	70	65	60		
6	SARITA	75	65	65		
7	REKHA	45	40	50		

Write steps to

i) Find the Total Marks in column E.

ii) Result in column F where Result is 'PASS' if student gets 40 or more in each subject otherwise 'FAIL'.

(B) Answer any *one* sub-question from c) and d) in MS-EXCEL

(7)

c) Consider the following worksheet

	A	B	C	D
1	NAME	MONTHLY SALARY	ANNUAL INCOME	INCOME TAX
2	AMIN	60000		
3	APTE	70000		
4	LAL	20000		
5	KOHLI	30000		
6	JOSHI	40000		
7	IYER	26000		

Write steps to calculate Annual Income in column C and Income Tax in column D where Income-Tax is calculated as follows.

Taxable Annual Income	Rate
First 3,00,000	Nil
Next 2,50,000	10%
Excess	20%

Also find the total number of people whose monthly salary is less than 35000 in cell B10.

- d) The following data has been entered in a worksheet.

	A	B	C	D	E	F	G	H	I
1	NAME	SALARY	CLASS	TA		SALARY	0	40000	100000
2	ANTHONY	25000				CLASS	III	II	I
3	BASU	120000				TA	2500	5000	7500
4	BANERJEE	45000							
5	VARMA	20000							
6	DALAL	60000							
7	CHAWLA	125000							

Write steps to find the CLASS and TA in column C and D respectively using HLOOKUP function. Policy table to be referred for finding the CLASS and TA is given in the range G1:I3.

- Q4. (A) Answer any **one** sub-question from a) and b) in MS-EXCEL (8)

- a) The following data regarding marks of students is entered in a worksheet.

	A	B	C	D	E
1	NAME	M1	M2	M3	TOTAL
2	SEEMA	56	59	60	
3	JATIN	67	68	69	
4	HEMA	76	70	73	
5	RAVI	89	90	91	

Write the steps to

- Find the total marks for each student in the cells E2, E3, E4 and E5.
 - Create 3-D Bar chart for the data.
 - Create a Pie chart for marks of the student 'RAVI'.
 - Create a Line diagram for the marks in M1 and M2.
- b) The following Excel Sheet shows the most likely scenario of monthly expenses and income.

	A	B	C	D	E	F
1	Family Budget					
2						
3	Food	20000		Income	175000	
4	Electricity	5000				
5	Rent	30000		Saving		
6	Clothes	2500				
7	Education	10000				
8	Club	7500				
9	EMIs	15000				
10	Total Expenditure					

Write steps to find Total Expenditure in B10 and saving in E5 respectively. Explain steps to create Best and Worst Scenario by changing the values of cells B3 to B9.

For Best Scenario change B3 to 15000, B5 to 24000 and B8 to 4000.
For Worst Scenario change B3 to 30000, B4 to 7000, B6 to 5000 and then display the summary.

- Q4. (B) Answer any *one* sub-question from c) and d) in MS-EXCEL (7)
- c) The following data has been entered in a worksheet

	A	B	C	D
1	RNO	NAME	MARKS	PHONE NO
2	210	SUNIL	75	25624111
3	202	ANIL	56	24721742
4	203	JATIN	67	25872462
5	204	VIJAY	87	25671029
6	205	MANOJ	91	24760023
7	206	ANITA	65	24598001
8	207	SMITA	48	24345678

Write steps to do the following:-

- i) Display only those rows where the Marks are more than 60.
 - ii) Display only those rows where the Marks are above average Marks.
 - iii) Display only those rows where name contains "N" as second alphabet.
- d) Explain the following functions in MS-EXCEL.
- 1) CORREL() 2) COUNTBLANK() 3) SMALL() 4) YEAR()
5) MONTH() 6) NOW() 7) DAYS360()

- Q5. (A) Answer any *one* sub-question from a) and b) in VISUAL BASIC (8)

- a) Write a project in VB to design a suitable form which allows the user to enter Product name, Quantity sold and Unit Price of a product and calculate and display the Amount (quantity * Price) correct up to 2 decimal places
- b) Write a project in VB to design a suitable form which allows the user to enter three numbers and calculate and display the average of these numbers.

- Q5. (B) Answer any *one* sub-question from c) and d) in VISUAL BASIC (7)

- c) Write a project in VB to design a suitable form that allows the user to enter name of the student and the total marks obtained. Display the result as "PASS" if the total marks are more than or equal to 280 otherwise "FAIL".
- d) Write a project in VB to compute and display the sum of the series $1*3+3*5+5*7+\dots+51*53$

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