

**QP Code : 33096**

(2½ Hours)

[ Total Marks : 75

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

1. (a) Fill in the Blanks (Any Eight) :-

(i) According to Census 2011 the density of population was \_\_\_\_\_.

- (a) 325 (b) 382 (c) 338

(ii) \_\_\_\_\_ was the chairman of UIDAI.

- (a) Mr. Nandan Nilankani (b) V.M. Dandekar (c) L.R. Jain

(iii) Green Revolution was introduced in the year \_\_\_\_\_.

- (a) 1966 (b) 1996 (c) 1976

(iv) The Poverty line currently used by the Planning Commission is based upon \_\_\_\_\_ Committee report.

- (a) Lakdawalla (b) Tendulkar (c) Malhotra

(v) LPG was introduced in the year \_\_\_\_\_.

- (a) 1991 (b) 1981 (c) 1995

(vi) \_\_\_\_\_ is the apex bank of the banking sector.

- (a) RBI (b) SBI (c) NABARD

(vii) The Tenth Ministerial Conference of WTO was held in \_\_\_\_\_ in December 2015.

- (a) Nairobi (b) Singapore (c) Indonesia

(viii) India has a \_\_\_\_\_ in Balance of Trade.

- (a) Surplus (b) Deficit (c) Balance

(ix) Fiscal deficit is associated with \_\_\_\_\_.

- (a) Government budget (b) Foreign Trade  
(c) Foreign Investment

(x) SEBI regulates \_\_\_\_\_.

- (a) Capital Market (b) Foreign Exchange Market (c) Money Market

[ TURN OVER

- (b) State whether the following statements are True or False (Any Seven) 7
- (i) The variations in Birth Rate and Death Rate are responsible for rapid rise in population in India.
  - (ii) Poverty is a multidimensional concept.
  - (iii) A good and efficient marketing system is a must for agricultural progress.
  - (iv) Since 1991 there have been major changes in the public sector.
  - (v) Small Scale Industries are very significant from the point of view of employment.
  - (vi) FDI is not permitted in Insurance sector in India.
  - (vii) Medical tourism is one of the slowest growing segments in India.
  - (viii) India is an observer member of SAARC.
  - (ix) Money Market is a market for lending and borrowing of long term funds.
  - (x) An increase in CRR increases money supply.
2. (a) Describe the Demographic features of India's population. 8  
 (b) Explain the various Poverty Alleviation Programmes initiated by the government. 7
- OR**
- (c) Discuss the main forms of land reforms introduced in India. 8  
 (d) Explain the problems existing in the Indian Agricultural market. 7
3. (a) Discuss the trends in Industrial growth during the pre and post reforms period. 8  
 (b) Discuss the main features of Industrial policy in 1991. 7
- OR**
- (c) Discuss the role of Public Sector Enterprises in India. 8  
 (d) What are the major problems faced by Small Scale Industries? 7
4. (a) Explain the nature and scope of Service Industry in India. 8  
 (b) Explain the important trends in Banking Sector in India. 7
- OR**
- (c) Discuss the changes in composition of India's foreign trade since 1991. 8  
 (d) Discuss the objectives and functions of SAARC. 7

[ TURN OVER

5. (a) Explain the objectives and instruments of Monetary policy in India. 8  
(b) Analyse briefly the progress of Commercial Banks after nationalisation. 7

OR

Write short notes on (Any Three) :- 15

- (a) SEBI  
(b) Features of Money Market  
(c) Causes of Urbanisation  
(d) MNCs  
(e) Significance of Capital Market.

16502 SHRI. SIDH THAKURNATH COLLEGE OF ARTS AND COMMERCE ULHASNAGAR 4/29/2016 10:00:54 AM MUPD16502 SHF

Con. 5513-13.

(Term II)

TN-3531

(2 Hours)

[ Total Marks : 60

- N.B. :** (1) Attempt **all** questions (subject to the **internal** options) carrying **15** marks each.  
 (2) **Working** notes/accounts should form **part** of the answers.  
 (3) Use of simple (Non-Programming) calculator is **allowed**.  
 (4) **Necessary** assumptions, wherever **necessary** to be made and stated **clearly**.

1. Following information has been made available from the cost records of UA Ltd. **15** manufacturing spare parts :—

Direct Materials :	'X' ₹ 320 per unit
	'Y' ₹ 240 per unit
Direct Wages per unit :	'X' 24 Hours @ ₹ 10 per hour
	'Y' 16 Hours @ ₹ 10 per hour
Variable overheads, per unit,	150% of wages
fixed overheads (total)	₹ 30,000
Selling price, per unit :	'X' ₹ 1000
	'Y' ₹ 800

The Directors want to be acquainted with the desirability of adopting any one of the following alternative sales mixes in the budget for the next period :—

- (a) 250 units of 'X' and 250 units of 'Y'  
 (b) 400 units of 'Y' only  
 (c) 400 units of 'X' and 100 units of 'Y'  
 (d) 150 units of 'X' and 350 units of 'Y'.

State which of the alternative sales mixes you would recommend to the management.

**OR**

1. A mobile manufacturing company finds that while its costs ₹ 625 each to make component 'X56', the same is available in market of ₹ 575 each, with an assurance of continued supply.

The breakdown of costs is :—

	₹
Materials	275
Labour	175
Variable Overheads	50
Fixed Overheads (allocated)	125

**625**

- (a) Should you make or buy ?  
 (b) What would be your decision if the supplier offered the component at ₹ 485 each ?  
 (c) State Qualitative factors to be considered.

Con. 5513-TN-3531-3.

2

2. Balance Sheet of Satwat Ltd. as on 1<sup>st</sup> January, 2010 and 31<sup>st</sup> December, 2010 were as under : 15

Liabilities	1-1-2010	31-12-2010
Creditors	4,00,000	4,40,000
Samrat's loan	2,50,000	-
Loan from Bank	4,00,000	5,00,000
Capital	12,50,000	15,30,000
	<b>23,00,000</b>	<b>24,70,000</b>
<b>Assets :</b>		
Cash	1,00,000	70,000
Debtors	3,00,000	5,00,000
Stock	3,50,000	2,50,000
Machinery	8,00,000	5,50,500
Land	4,00,000	5,00,000
Buildings	3,50,000	6,00,000
	<b>23,00,000</b>	<b>24,70,000</b>

During the year machines costing ₹ 1,00,000 (total Depreciation Written off ₹ 30,000) was sold for ₹ 50,000. The provision for Depreciation against machinery as on 1<sup>st</sup> January, 2010 was ₹ 2,50,000 and on 31<sup>st</sup> December, 2010 was ₹ 4,00,000 Net profit for the year 2010 ₹ 4,50,000. Prepare Cash Flow Statement as per AS-3.

OR

2. You are required to calculate the relevant ratio for X Ltd, compare them with industry norms and give your comments on performance :

**Balance Sheet of X Ltd as on 31-3-2012**

Liabilities	₹	Assets	₹
Equity Share Capital	2,50,000	Net Fixed Assets	1,50,000
10% Debentures	60,000	Cash	50,000
Creditors	40,000	Sundry Debtors	75,000
Bills Payable	35,000	Stock	1,25,000
Other Current Liabilities	15,000		
	<b>4,00,000</b>		<b>4,00,000</b>

The sales for the company for the year ₹ 6,00,000 and gross profit ₹ 1,70,000.

**Industry Norms Ratio Considered**

Current Ratio	2.5
Sales/Debtors	7.5
Sales/Stock	8.0
Sales/Total Assets	2.5
Gross Profit Ratio	35%

Con. 5513-TN-3531-3.

3

15

3. S.V. Ltd. manufactures a product, the standard mix of which is :

**Material A** = 60% at ₹ 20 per kg

**Material B** = 40% at ₹ 10 per kg

Normal loss in production is 20% of input.

Actual production was 165 kg.

Actual input as below :

**Material A** = 105 kg at ₹ 20 per kg

**Material B** = 95 kg at ₹ 9 per kg

Normal loss 35 kg

**Calculate :—**

(a) Material Price Variance

(b) Material Usage Variance

(c) Material Cost Variance.

**OR**

3. ABC Company has given the following particulars. You are required to prepare Cash Budget for the three months ending 31-12-2010.

Months	Sales ₹	Material ₹	Wages ₹	Overheads ₹
August, 2010	20,000	10,200	3,800	1,900
September, 2010	21,000	10,000	3,800	2,100
October, 2010	23,000	9,800	4,000	2,300
November, 2010	25,000	10,000	4,200	2,400
December, 2010	30,000	10,800	4,500	2,500

**Additional Information :—**

(a) 10% of sales are on cash basis. 50% of credit sale collected in next month and balance 50% in the following month :

(b) Credit allowed : 2 months for material

1/5 months for wages

1/2 month for overheads.

(c) Opening Cash balance on October, 2010 is expected to be ₹ 8000

(d) Dividend at 10% on Preference share of ₹ 3,00,000 will be paid in Decemeber, 2010.

(e) Advance to be received for sale of vehicle ₹ 20,000 in December, 2010.

[ TURN OVER

Con. 5513-TN-3531-3.

4

15

4. Write short notes on any **three** :—

- Qualities of Management Accountant
- Zero Base Budgeting
- Value Chain
- Steps in Decision Making
- Transfer Pricing
- Target and Life Cycle Costing.

**OR**

4. (a) A firm sells ₹ 7,000 units at ₹ 27 per unit. Its Fixed cost amounted to ₹ 44,000 and Variable cost is ₹ 16 per unit.

Calculate Break-even point in units and value and profit-volume ratio.

(b) Calculate the Labour Variances from the following :—

Standard per unit : 5 Hours, Rate ₹ 10 per hour

Actual output was 100 units by using 525 hours at the rate of ₹ 9 per hour.

(c) Prepare raw material consumption and Purchase Budget for the month of April, 2013 :—

Finished Goods Stock expected on 1-4-2013 : 3000 units

Finished Goods Stock required on 30-4-2013 : 4000 units

Budgeted Sales of April, 2013 : 8000 units

Raw Material Stock on 1-4-2013 : 6000 units

Raw Material Stock on 30-4-2013 : 7500 units

Raw Material lost in manufacturing are 25% of input.

Computer Applications  
(Sem II)  
(2 Hours)

Apr 13

TN-3540

[ Total Marks : 60

**N.B.:** Attempt all questions.

1. Explain different types of computer system. 10
  2. What is Printer ? Briefly explain different types of printers. 10
  3. What is storage device ? Explain primary and secondary storage device briefly. 10
  4. Write short notes on :— 10
    - (a) LAN
    - (b) MAN
    - (c) WAN.
  5. What is function in MS Excel ? Explain 3 built in function each of the followings in 10  
MS Excel :—
    - (a) Mathematical
    - (b) Financial.
  6. What is Application Software ? Describe different types of application software with 10  
example.
-

D:scha /April 2013 185

Con.5733-13.

e-Commerce  
(Sem II)

Apr 2013

TN-3542

(2 Hours)

[ Total Marks : 60

- N.B.** (1) All Questions are compulsory.  
 (2) Figures to the right indicate full marks of that questions or sub-questions.

1. (a) What are the advantages and limitations of E-commerce ? Do you think, the advantages outweigh the limitations. 8  
 (b) Explain PPP and SLIP protocols. 7  
 OR  
 (p) What are the steps involved in EDI transaction ? Explain with the help of real time example. 8  
 (q) What do you understand by HTML ? Explain its elements. 7
  2. (a) Explain ISO-OSI layer with the help of diagram. 8  
 (b) What is multimedia ? Explain its role and concept with respect to E-commerce. 7  
 OR  
 (p) How digital video is used in E-Commerce ? 8  
 (q) Explain technologies behind the web. 7
  3. (a) What is meant by Electronic Payment System (EPS) Explain various types of EPS. 8  
 (b) What is URL ? Explain its component ? 7  
 OR  
 (p) Differentiate between E-commerce and traditional commerce. 8  
 (q) Define web-design. Explain its principals. 7
  4. (a) Explain Business to Consumer model of E-Commerce. 8  
 (b) What is the difference between EDI and E-Commerce. 7  
 OR  
 (p) Justify the statement "E-commerce as an electronic trading system." 7  
 (q) What is value added Network ? What are its salient features ? 8
-

(2 Hours)

[ Total Marks : 60

**N.B.** (1) All questions are **compulsory**.(2) **Marks** indicates **right-side** of the question paper.

- |           |   |    |
|-----------|---|----|
| 1. (a)    | Explain International Business environment in detail and its need.  | 8  |
| (b)       | What is the role of External Environment in business environment ?  | 7  |
| <b>OR</b> |   |    |
| 1. (p)    | “LPG is the sign for developing countries for improvement.” Comment.                                      | 8  |
| (q)       | Explain fiscal policy and its advantages.   | 7  |
| 2. (a)    | Write down the important features of International Business Environment and how it is impact on business. | 8  |
| (b)       | Eludicate latest exim policy of Government of India.  | 7  |
| <b>OR</b> |   |    |
| 2. (p)    | Discuss role of CSR in business today.  | 8  |
| (q)       | What is FDI and how it affect on different Industries ?   | 7  |
| 3. (a)    | Explain Industrial Licensing and why it is important.   | 7  |
| (b)       | How “SAARC” helps in the development of developing countries ?  | 8  |
| <b>OR</b> |   |    |
| 3. (p)    | What are the challenges and opportunities of International Business Environment ?                         | 8  |
| (q)       | Explain Internal Environment in brief with example.   | 7  |
| 4.        | Write brief notes on European Union and NAFTA.  | 15 |
| <b>OR</b> |   |    |
| 4.        | Short notes :—  | 15 |
| (a)       | Political Environment   |    |
| (b)       | TRIPS   |    |
| (c)       | GATT.   |    |
-

(2 Hours)

[ Total Marks : 60

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

1. Discuss the Internal and External Environment of International Marketing in detail. 15  
OR  
1. (a) Explain nature and meaning of International Marketing. 8  
(b) Discuss demographic and Socio-cultural environment in detail. 7
2. (a) Explain various problems related with Branding in International Marketing. 8  
(b) What are the functions of Packaging ? 7  
OR  
(a) What are various factors influencing Packaging decision ? Illustrate Special considerations in International Marketing. 8  
(b) Explain product planning for Global Markets. 7
3. (a) Explain Skimming and Penetration method of pricing in detail. 8  
(b) Discuss problems in International marketing communication in detail. 7  
OR  
(a) What is IMC ? State its Need in International Marketing. 8  
(b) Explain significance of pricing of product in International Marketing. 7
4. (a) State the need of International logistics decision. 8  
(b) Explain the concept of International Marketing Information System. 7  
OR  
(a) State the role of Information Technology in International Marketing. 8  
(b) Write a note on WTO and its functions. 7
-

(2 Hours)

[ Total Marks : 60

- N.B.** (1) All questions are **compulsory**.  
 (2) All questions carry **equal** marks. **10** marks each.

1. Explain Bretton Woods System and how Bretton Woods System failed.
2. Detail Futures and Options with examples.
3. Explain Transfer Pricing.
4. How M.N.C.'s manage various financial issues ?
5. Find Arbitrage, if any (In both currencies).

BANK A GBP/CHF 2.3850/2.3950  
 BANK B GBP/CHF 2.3750/2.3850  
 BANK C GBP/CHF 2.3975/2.4075  
 BANK D GBP/CHF 2.3775/2.3825

6. Find **Mid Rate** and **% Spread** of the following :-
- (A) GBP/USD 1.9292/12
  - (B) USD/CHF 1.0010/90
  - (C) USD/FRF 3.9850/0450
  - (D) Euro/USD 1.4882/12
  - (E) Euro/SGD 2.9850/0050
-

(Sem - II)

Con. 5521-13.

I. T.

Apr 13  
TN-3582

(2 Hours)

[Total Marks : 60

**N.B. :** All questions are having **Internal Options.**

- |  |    |
|--|----|
| 1. (a) Define Search Engine. Give basic features of Search Engine. | 15 |
| <b>OR</b>  |    |
| (b) Define Password and Bio-metrics.                               | 7  |
| (c) Define HTML with it's 15 Tags.                                 | 8  |
| 2. (a) Explain TCP / IP model.                                     | 15 |
| <b>OR</b>  |    |
| (b) Explain URL and Working of www.                                | 7  |
| (c) Give Meaning of Virus. How to get protection from virus ?      | 8  |
| 3. (a) Explain OSI model.  | 15 |
| <b>OR</b>  |    |
| (b) Define FEDI. With its Benefits.                                | 7  |
| (c) Define applications of Internet in Business.                   | 8  |
| 4. (a) Explain Gutenberg Invention.                                | 15 |
| <b>OR</b>  |    |
| (b) Explain Client-server computing model.                         | 7  |
| (c) Define Telnet, FTP, IRC.                                       | 8  |

-----

OB (sem-I)

Nov 12

LG-4152

(2 Hours)

[Total Marks : 60]

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

1. (a) What is School of Management thought ? Write detail note on 'Decision theory school.' 7  
 (b) Define Management. Explain its features. 8  
**OR**
1. What is Organising ? Explain principles of organising and explain types of organisation. 15
2. (a) What is Learning ? Explain behaviouristic theory of learning. 7  
 (b) Define group dynamics. Explain its importance. 8  
**OR**
2. Define Motivation. Explain importance of motivation in management. Explain different methods used for motivating employees. 15
3. Define Leadership. Explain feature of leadership and state qualities of an ideal leaders. 15  
**OR**
3. (a) What is Organisational Conflicts ? What are the causes of conflicts between line and staff organisation. 7  
 (b) Suggest remedial measures for solving conflicts in organisation. 8
4. (a) What is Organisational Change ? Why do people resist change ? 7  
 (b) Define organisational development. Explain its techniques. 8  
**OR**
4. State any four barriers and four remedial measures to overcome communication barriers. 15

Con. 9004-12.

B.E.

LG-9659

(2 Hours)

[Total Marks : 60

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

1. Briefly explain consumerism in India. 15  
**OR**
  1. What are the changing dimensions of legal environment in India ? 15
  2. Briefly explain consumer protection act. 15  
**OR**
  2. What are various components of environment ? 15
  3. What do you mean by Fiscal Policy ? 15  
**OR**
  3. Write short note on WTO. Explain its objectives and advantages to the developing nations. 15
  4. "Have Foreign collaborations benefitted Indian economy". Comment. 15  
**OR**
  4. What are the various techniques used for scanning the environment ? 15
-

(2 Hours)

[ Total Marks : 60

- N.B.:** (1) Answer **all** questions.  
 (2) **Figures** to the **right** indicate marks to **each** question.  
 (3) Draw **neat** diagrams wherever **necessary**.

1. (a) Explain the role and function of a Managerial Economist. **8**  
 (b) Explain the concepts of Marginalism and Opportunity cost. **7**

**OR**

- (p) State the law of demand and explain the factors affecting demand. **8**  
 (q) Discuss the various methods of measuring Price Elasticity of Demand. **7**

2. (a) Explain the consumer equilibrium with the help of Indifference curve Technique. **8**  
 (b) What are the different types of demand forecasting ? **7**

**OR**

- (p) Explain the law of variable proportions. **8**  
 (q) Examine the internal economics of scale. **7**

3. Discuss the features of Perfect Competition and explain firm's equilibrium in the short run under Perfect Competition. **15**

**OR**

What do you mean by Price Discrimination ? Explain the various forms of Price Discrimination. **15**

4. Write short notes on any **two** :— **15**  
 (a) Explicit cost and Implicit cost  
 (b) Features of Oligopoly  
 (c) Business Cycle  
 (d) Types of Inflation.
-

Con. 7923-12.

(2 Hours)

[ Total Marks : 60

- N.B.:** (1) All the questions are **compulsory**.  
 (2) **Figures** to the **right** indicate **maximum** marks.  
 (3) **Statistical** tables will be provided on **request**.

1. (a) Write a short note on :— 5  
 (i) EMV  
 (ii) EOL  
 (iii) VPI.  
 (b) A sample of size 3 is selected using SRSWOR from amongst 3, 8, 4, 7, 9 verify 10

$$\text{that } E(\bar{Y}) = \bar{Y} \quad V(\bar{Y}) = \frac{N-n}{N-1} \frac{\sigma^2}{n}$$

2. (a) Write down the merits and demerits of s. d. 6  
 (b) Find the rank correlation coefficient for the following data : 9

<b>X</b>	63	67	65	68	69
<b>Y</b>	34	59	62	28	234

3. (a) Enumerate the properties of Normal Curve. 5  
 (b) The effect on weights lost due to two different diets are given below : 10

<i>Weight lost due to</i>	<b>Diet A</b>	3	1	4	6	8	3	9
	<b>Diet B</b>	2	2	5	4	7	5	

Do the two diets have same average effect on weight loss.

4. (a) What are Chance and Assignable Causes ? 5  
 (b) A and B toss a coin alternately. One who tosses a head first wins the prize of ₹ 6000/-. What are their respective winning amounts ? 10

- N.B. :** (1) Attempt **all** questions (subject to the internal options) carrying **15 marks each** ;  
 (2) Workings to form part of the solutions;  
 (3) **Non-programming** calculator is **allowed** ;  
 (4) **Necessary** assumptions to be made and **stated clearly**.

1. Answer the following :—

- Explain shortly the buy-back of Own Debentures;
- Explain shortly the basis of Annuity method of Goodwill valuation ;
- Bring out the difference between Capital expenditure and Deferred Revenue expenditure.

**OR**

1. A company invited application for 1,00,000 equity shares of ₹ 10 each at a premium of ₹ 2 per share, payable ₹ 2 on application. ₹ 5 (including premium) on allotment and balance equally in two calls.

Applications were received for 1,80,000 shares against which was allotment was done as :

- (1) Applications for 5,000 shares: totally rejected ;
- (2) Applications for another 25,000 shares : full allotment ; and
- (3) Balance share applications : allotted on pro-rata basis.

One Mr. L, from the pro-rata category, failed to pay allotment and subsequent dues on 200 equity shares allotted to him. These shares were forfeited after the final call and other required notices and procedures.

Give journal entries (including those for cash) to record all the above in the books of the company.

2. Following is the Balance Sheet of R Ltd. as on 31st March, 2011 :

Liabilities	₹	Assets	₹
6,500 7% Preference shares of ₹ 10 each	65,000	Goodwill	50,000
22,500 equity shares of Rs 10 each	2,25,000	Property	1,26,000
Profit & Loss a/c.	46,000	Plant & Machinery	1,00,000
Creditors	57,500	Furniture	20,000
		Investments	17,500
		Stock	40,000
		Debtors	10,000
		Bank	30,000
	<b>3,93,500</b>		<b>3,93,500</b>

In order to facilitate redemption of preference shares, it was decided :—

- (1) To sell the investments which was done by selling them for ₹ 15,000;
- (2) To finance a part of the redemption from the Co.'s own funds subject to leaving a balance of ₹ 10,000 in Profit and Loss a/c.
- (3) To issue sufficient no. of equity shares at a premium of ₹ 2.50 per share to raise the balance funds required.

All compliance being made and the fresh issue of shares being fully subscribed, you are required to pass necessary journal entries in the books of R Ltd. to affect all this and to give its Balance Sheet after the entire redemption process is carried out.

**OR**

2. The following is the summary of the cash transactions of a literary society for the year ended 31st March 2010 :—

Receipts	₹	Payments	₹
Cash balance on 1/04/2009	31,900	Rent and rates	16,800
Entrance fees	25,500	Wages	24,500
Subscriptions	1,60,000	Lighting	7,200
Donations	16,500	Lecture fees	43,500
Life membership Fees	25,000	Books	21,300
Interest on fixed deposit	1,200	Office expenses	45,000
Sundry Receipts	4,400	6% Fixed deposit (1.10.2009)	80,000
		Cash at bank (31/03/2010)	24,200
		Cash in hand on 31/03/2010	2,000
<b>Total</b>	<b>2,64,500</b>	<b>Total</b>	<b>2,64,500</b>

At the beginning of the year, the society possessed books worth ₹ 2,00,000 and furniture valued at ₹ 85,000. Ordinary subscriptions in arrears at the beginning of the year amounted to ₹ 3,500 and at the end of the year ₹ 4,500. Six months rent : ₹ 6,000 was due both at the beginning and at the end of the year. Provide ₹ 5,000 as depreciation on furniture and ₹ 11,300 as depreciation on books.

Prepare the Society's Income and Expenditure account for the year ended 31st March, 2010 and its Balance Sheet as on that date.

3. M/S. Palas Ltd has taken one contract of building for a contract price of Rs. 2,00,000. It is expected that it will be completed by 31st December, 2010. You are asked to prepare the Contract account, Contractee's account and extract of Balance Sheet from the following particulars :—

Material	₹ 25,000	Work Certified	₹ 1,40,000
Wages	₹ 55,000	Materials at end	₹ 10,000
Overhead	₹ 15,000	Cash received :	80% of work certified

Plant installed ₹ 22000 (to be depreciated @ 10% p.a.).

5% of material issued and 8% of wages may be taken as work uncertified along with overhead in proportion of work uncertified.

OR

3. Amul Co. has three processes A, B & C. It gives you the following information :—

Particulars	Process A	Process B	Process C
Raw material introduced in liters	5,000	1,920	3,576
Material cost per liters	₹ .60	₹ 40	₹ 80
Labour Cost	₹ 4,28,000	₹ 1,06,000	₹ 2,10,000
Direct expenses	₹ 88,000	₹ 2,85,200	₹ 1,04,000
Wastage as % to total input	4%	5%	10%
Output transferred to next process	60%	40%	—
Output sold in the market	40%	60%	100%
Sale price per litre	₹ 200	₹ 205	₹ 250

Administrative overheads ₹ 36,000

Marketing overheads ₹ 48,000

Prepare process A and B Accounts.

4. From the following Financial books' information (i) determine the profit as it would be shown by cost accounts; and (ii) prepare a statement reconciling it with profit shown by financial accounts:

**TRADING AND PROFIT AND LOSS ACCOUNT for the year ended 31.3.2010**

	₹		₹
Materials consumed	1,00,000	Sales (1,00,000 units)	2,00,000
Direct wages	50,000		
Works overheads	30,000		
Office expenses	9,000		
Selling and Distribution expenses	6,000		
Net profit	5,000		
	<b>2,00,000</b>		<b>2,00,000</b>

The normal output of the factory is 1,50,000 units.

In the cost accounts :

Works overheads are absorbed at ₹ 12,000. Office expenses are absorbed at 5% of the Prime Cost. Selling and distribution expenses are absorbed at ₹ 3,000 and the remaining items vary directly with Sales.

OR

4. Answer the following :—

- Comment on the inapplicability of 'Unit costing' (i.e. Cost Sheet format) to 'Contract' ;
- Explain the salient features of Contract costing distinguishing it from other methods of Costing ;

Explain the underlying convention in application of 'retention money' adjustments in

(Sem-I)

M.M.

Nov 12  
LG-9653

(2 Hours)

[ Total Marks : 60

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

1. What is the impact of micro and macro marketing environment on decision making. 15  
**OR**
  1. Make a distinguish between consumer and organisational buyers. 15
  2. What is the process of new product development. 15  
**OR**
  2. What do you mean by market segmentation. 15
  3. What do you mean by promotion mix. 15  
**OR**
  3. What are various channels of distribution used by an business. 15
  4. What is a process of consumer decision making. 15  
**OR**
  4. What are the social and ethical aspects of marketing. 15
-

Con. 9003-12.

F.M.

(2 Hours)

[Total Marks : 60]

(N.B. : All questions are compulsory.)

1. What is Wealth maximization ? How is it Superior to Profit maximization ? 15

OR

1. What is the difference between Long-term and Short term Finance functions or decisions. 15

2. (a) A project needs an initial investment of ₹ 50,000. Tax rate is 55%. The Company follows straight line depreciation and the proposed inflows (before tax and depreciation) over its expected useful life are : 10

Year	Inflows (₹)
1	10,000
2	10,000
3	15,000
4	15,000
5	25,000

Determine :—

- Payback period and profitability
- ARR (Before Tax).

(b) The Tamil Nadu Fertilizers Ltd. is considering a proposal for the investment of ₹ 5,00,000 on product development which is expected to generate net cash inflows for 6 years as under : 5

Year	Net Cash Flow ('000)	Year	Net Cash Flow ('000)
1	Nil	4	240
2	100	5	300
3	160	6	600

The following are the present value factors @ 15% p.a.

Year	Factor	Year	Factor
1	0.87	4	0.57
2	0.76	5	0.50
3	0.66	6	0.43

Calculate NPV and suggest project is acceptable or not.

OR

[TURN OVER

Con. 9003-LG-9656-12.

2

2. Prepare a Cash Budget of a Company for April, May, June, 2012 in a columnar form using the following information :—

Month	Sales	Purchase	Wages	Expenses
January (Actual)	80,000	45,000	20,000	5,000
February (Actual)	80,000	40,000	18,000	6,000
March (Actual)	75,000	42,000	22,000	6,000
April (Budgeted)	90,000	50,000	24,000	7,000
May (Budgeted)	85,000	45,000	20,000	6,000
June (Budgeted)	80,000	35,000	18,000	5,000

You are further informed that :—

- 10% of the purchases and 20% of sales are for cash.
  - The average collection period of the company is  $\frac{1}{2}$  month and the credit purchases are paid-off regularly after one month.
  - Wages are paid half monthly and the rent of ₹ 500 included in expenses is paid monthly.
  - Cash and Bank Balances as on April 1, was ₹ 15,000 and the company wants to keep it on the end of every month below this figure, the excess cash being put in fixed deposits.
3. Calculate the degree of operating leverage, financial and combined leverage for the following firms and interpret the result :—

Firms	A	B	C
Output (units)	60,000	15,000	1,00,000
Fixed Costs (₹)	7,200	14,000	1,500
Variable Cost per unit (₹)	0.20	1.50	0.02
Interest on Borrowed Capital (₹)	4,000	8,000	NIL
Selling price per unit (₹)	0.60	5.0	0.10

OR

3. M/s. Jyotna Ltd. sell its products on a gross profit of 20% on sales. The following information is extracted from its Annual Accounts for year ended 31<sup>st</sup> March, 2012.

Sales at 3 months credit	—	₹ 40,00,000
Raw Material	—	₹ 12,00,000
Wages Paid (average time lag 15 days)	—	₹ 9,60,000
Manufacturing Expenses paid (One month in arrears)	—	₹ 12,00,000
Administrative Expenses paid (One month in arrears)	—	₹ 4,80,000
Sales Promotion Expenses (Payable half-yearly in advance).	—	₹ 2,00,000

4. Explain the concept of M. M's dividend irrelevance theory in detail.

OR

4. Write a brief note on :—

- Cost of Debt and Equity
- Objective of Inventory Management