

Duration: 2 Hrs

Total Marks: 60

- N.B. 1) All questions are compulsory
2) All questions carry equal marks

- Q.1. a. Define Research. Explain the Importance of Research in Business (15)
b. Elaborate on the steps in formulation of Research Problem.

OR

- a. What is Hypothesis? Enumerate the different types of Hypothesis (15)
b. Explain the factors determining sample size

- Q.2 a. Explain the Concept and Limitations of Primary Data (15)
b. What are the sources of collecting Secondary Data

OR

- a. Elaborate on the factors determining the choice of Method of Data Collection (15)
b. What are the essentials of a Good Questionnaire?

- Q.3 a. Explain briefly the stages in Data Processing (15)
b. Enumerate the Measures of Central Tendency

OR

- a. Write a note on Parametric Test (15)
b. What are the precautions to be taken in Data Interpretation

- Q.4 A. State whether the following are True or False (5)

1. Null hypothesis states that there is no relationship between two or more variables
2. Snowball sampling techniques is the process of selecting a sample using networks
3. Open ended Questionnaire allows to choose from the stated limited alternatives
4. ANOVA is a parametric test
5. Respondents do not have a right to privacy

- B. Fill in the blanks with appropriate options (5)

1. _____ research is concerned with generalizations and formulation of Theory
(Basic, Applied, Analytical, Descriptive)

2. Identification of Research _____ is the first stage in Research process
(Design, Problem, Review, Analysis)
3. When hypothesis is formulated on the basis of similarities it is called _____ hypothesis
(Null, Descriptive, Analogical, Operational)
4. The _____ allows to state mathematically the relationship that exists between two variables
(Mean, Mode, Correlation coefficient, Dispersion)
5. _____ report is basically used by the non-technical users
(Technical, Popular, Article, CMS)

C. Match the Following

(5)

A

B

- | | |
|--------------------|---|
| 1. Sample | a. Testing hypothesis |
| 2. Primary Data | b. Citation Style |
| 3. t-test | c. Part of the universe selected for study |
| 4. Chi-square test | d. First hand information |
| 5. APA | e. significance of difference between two independent samples |

OR

Q. 4. Write Short Notes on (any Three)

(15)

- a. Layout of Research Report
- b. Modern Language Association Method (MLA)
- c. Footnotes and Bibliography
- d. Plagiarism
- e. Role of Computer in Research

Time: 2 Hours

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N.B. (1) All questions are compulsory.

(2) Figures to the right indicate full marks

(3) Draw neat diagrams wherever necessary

1. "The intersection of the aggregate supply function and aggregate demand function determines the equilibrium level of income and output". Explain. (15)

OR

- (a) Explain the concept of inflationary gap. (8)
- (b) Discuss the trade-off between inflation and unemployment in the short run. (7)
2. (a) Derive IS curve and bring out the factors that determine the slope of the curve. (8)
- (b) Discuss the factors that determine the slope and shifts in LM curve. (7)

OR

- (c) Explain the effects of real influences on income and interest rate under IS-LM model. (8)
- (d) Bring out the effects of monetary policy on income and interest rate in IS-LM model. (7)
3. (a) Explain the concept of disequilibrium in balance of payments. (8)
- (b) Discuss expenditure reducing policies to reduce deficit in balance of payments. (7)

OR

- (c) Explain the adjustments in BOP with the help of monetary policy. (8)
- (d) Discuss Mundell Fleming model. (7)

4. (a) Choose the right option from the following (7)

- i. Under _____ method of measuring national income, consumption is taken into consideration
a. Income b. Dividend c. Expenditure d. Interest
- ii. When depreciation is deducted from GNP, the net value is -----.
a. NDP b. NNP c. disposable income d. borrowed income
- iii. Real interest rate explains us a change in -----.
a. Money income b. Inflation rate c. Real income d. Purchasing power
- iv. Human development report is released by _____.
a. UNCTAD b. World Bank c. IMF d. UNDP
- v. The value of national income adjusted for inflation is called _____.
a. Per capita income b. Disposable income c. Inflation rate d. Real national income
- vi. Countries with HDI value below 0.5 are considered to have a ----- level of human development.
a. High b. Very high c. Moderate d. Low
- vii. Purchasing Power Parity theory is related with _____.
a Interest rate b Bank rate c Wage rate d Exchange rate

(b) Validate the following statements: (8)

- a) In national income estimate capital gains are added.
- b) National income at the current price is real income.
- c) India is in the group of low developed countries.
- d) A subsidy makes market price less than factor cost.

OR

4. Write short note on any three of the following.

(15)

- a) Expenditure method of measuring National income
- b) GDP deflator.
- c) Long run Phillips curve,
- d) IS-LM in India.
- e) J-Curve effect

XXXXXX

(2 Hours)

[Total Marks: 60]

Instructions:

- i. -All questions are compulsory and subject to internal choice.
- ii. Figures to the right indicate full marks.
- iii. Make suitable assumptions whenever required and state them.
- iv. Use of simple calculator is allowed.

Q1.

A) Complete the Balance Sheet in the form given below using the undermentioned information: [15]

Sales	Rs. 36 Lakhs
Total asset turnover	3
Fixed asset turnover	5
Current asset turnover	7.5
Inventory turnover	20
Debtors turnover	15
Current ratio	2
Total assets/ net worth	2.5
Debt – equity	1
All turnover ratios are based on sales	

Balance sheet as on 31st March 2021

Liabilities	Rs. (in Lakhs)	Assets	Rs. (in Lakhs)
Net worth	?	Fixed assets	?
Debt	?	Current assets:	
Current liabilities	?	Inventories	?
		Debtors	?
		Cash and bank balance	?
Total	?	Total	?

OR

Q1.

B) From the following statement calculate:

- i. Debt- equity ratio
- ii. Proprietary ratio
- iii. Solvency ratio
- iv. Fixed assets to net worth ratio
- v. Current assets to net worth ratio
- vi. Fixed assets to long-term funds ratio

[08]

Balance Sheet

Liabilities	Rs.	Assets	Rs.
Shareholder's Funds:		Non-Current Assets:	2,19,810
7,500 equity shares of Rs. 10 each fully paid up	75,000	Fixed Assets (Less Depreciation)	
2,500 10% Preference shares of Rs. 10 each fully paid up	25,000	Current Assets:	49,460
Reserve and surplus	84,500	Stock	
Non- Current Liabilities:		Trade debtors	11,710
7% debentures	1,00,000	Cash at bank	26,020
Current liabilities	22,500		
	3,07,000		3,07,000

Q1.

- C) If Mahesh deposits Rs.5,000 at the end of every year in a bank for 5 years and the bank is paying 10% interest, calculate the future value of this annuity. [07]

Q2.

- A) Modern Chemicals Ltd. requires Rs. 25,00,000 for a new plant. This plant is expected to yield earnings before interest and taxes of Rs. 5,00,000. While deciding about the financial plan, the company considers the objectives of maximizing earnings per share. It has three alternatives to finance the project by raising debt of Rs. 2,50,000 or Rs. 10,00,000 or Rs. 15,00,000 and the balance in each case by issuing equity shares. The Company's share is currently selling at Rs.150, but is expected to decline to Rs. 125 in case the funds are borrowed in excess of Rs. 10,00,000. The funds can be borrowed at the rate of 10% up to Rs. 2,50,000, at 15% over Rs. 2,50,000 and up to Rs. 10,00,000 and at 20% over Rs.10,00,000. The tax rate applicable to the company is 50%. Which form of financing should the company choose? [15]

OR

Q2.

- B) From the following Capital structure of Angad Ltd, calculate overall weighted average cost of capital based on [15]
- Book value weights
 - Market value weights

Source	Book Value (Rs.)	Market Value (Rs.)	After tax cost of different sources
Equity share capital	15,00,000	20,00,000	15%
Retained Earnings	5,00,000	5,00,000	12%
Preference share capital	12,00,000	15,00,000	10%
Debentures	8,00,000	10,00,000	8%

Q3.

A) The following details of Ditya Ltd. for the financial year 2021-22.

[15]

Operating leverage 5:1

Financial leverage 2:1

Interest charges p.a. Rs.10 lakhs

Corporate Tax rate 30%

Variable cost as percentage of sales 65%

Prepare the Income statement of the company.

OR

Q3.

B) Suraj Engineering Ltd. belongs to a risk class for which the capitalization rate is 10%. It currently has outstanding 10,000 shares selling at Rs. 100 each. The firm is contemplating the declaration of a dividend of Rs. 5 per share at the end of the current financial year. It expects to have a net income of Rs. 10,00,000 and has a proposal for making new investments of Rs. 19,90,000. Calculate the value of the firm when dividends (i) are not paid (ii) are paid using M-M approach.

[15]

Q4.

A) Multiple Choice Questions:

[8]

1. Mr. Kumar pays equal instalments of Rs. 1,50,000 in the beginning of each year for 5 year @ 10% rate of return. (PV factor for 5 years @ 10% is 0.3791). What would be the present value _____
 - a. Rs. 62,551.5
 - b. Rs. 62,051.5
 - c. Rs. 62,352.5
 - d. Rs. 63,052.0
2. If you invest Rs. 2,000 in a bank at simple interest of 8% p.a. What will be the amount at the end of two years?
 - a. Rs. 2,320
 - b. Rs.3,330
 - c. Rs. 2,400
 - d. Rs. 2,230
3. _____ is considered as the principle financial objective of the firm.
 - a. Welfare of the society
 - b. Shareholders wealth management
 - c. Welfare of management
 - d. General welfare of the employees
4. From the following, _____ is not a limitation of Financial Management.
 - a. Non-financial objectives
 - b. Cannot satisfy all the stakeholders
 - c. Internal factors
 - d. External factors

5. Current Ratio _____
 - a. $\frac{CA}{CL}$
 - b. $\frac{BF}{PF}$
 - c. $\frac{QA}{QL}$
 - d. $\frac{PC+BF}{EF}$
6. COGS (cost of goods sold) _____
 - a. Closing stock + Direct Expenses- Opening stock
 - b. Opening stock+ Purchase-Closing stock
 - c. Opening stock+ Closing stock- Sales
 - d. Closing stock + Direct Expenses- Opening stock
7. Optimum Capital structure implies a ratio of debt and equity at when _____ would be least and market value of the firm would be highest.
 - a. Marginal Cost of Capital
 - b. Weighted Average Cost of Capital
 - c. Cost of Debt
 - d. Opportunity Cost
8. The source of capital used to get financial leverage is _____
 - a. Fixed Deposit
 - b. Equity Capital
 - c. Debt Capital
 - d. Short term loans

Q4.

B) True or False:

[7]

1. A bond carries a specific interest rate known as the coupon rate.
2. PV is multiplied by the compound factor to find out the future value.
3. The control function of the CFO becomes irrelevant once funding has been raised.
4. A firm's Debt/Equity ratio (D/E ratio) indicating its risk and return profile, and hence its overall value becomes an important factor.
5. Quick Asset is equal to Current assets + (stock-prepaid expenses).
6. Price Earnings ratio is applied to determine the expected market value of the shares of a company.
7. Operating leverage analyses the relationship between sales level and EPS.

OR

Q4.

C) Write short notes: (Any Three)

[15]

- a. Profit maximization
- b. Annuity
- c. Stock Turnover Ratio
- d. Cost of Retained Earnings
- e. Net Operating Income Approach

Time: 2 Hours

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N.B:

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Q. 1. (a) Discuss the roadmap of E-Commerce in India. (15)

(b) What are the benefits of E-Commerce to businesses in India.

OR

(c) Explain the various characteristics of the B2G model of E-Commerce. (15)

(d) With the help of a diagram, explain E-Commerce Sales Product Life Cycle (ESLC) model.

Q.2. (a) Elaborate on the various benefits of the website. (15)

(b) Explain the various cons of Electronic Data Interchange (EDI).

OR

(c) Elucidate the applications to CRM and E-CRM. (15)

(d) Distinguish between conventional and E-organisation.

Q.3. (a) Explain the various web advertisements as traditional web promotion. (15)

(b) Describe the pros of online shopping in India.

OR

(c) What are the characteristics of the E-payment system? (15)

(d) Briefly explain the risk management options for the E-payment system.

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

1. Sachin Bansal and Binny Bansal came up with an online company called_____.

(a) Myntra (b) Nayaka (c) Meesho (d) Flipkart

2. UX stands for _____experience in website design

(a) United (b) Ubex (c) User (d) Universal

3. _____ is a secured 3 digit number required for credit card payments.

(a) ATM pin (b) CVV (c) OTP (d) Password

4. _____ hackers hack to take control over the system for personal gains.
(a) Red-hat (b) Black-hat (c) Gray-hat (d) Blue-hat
5. Trojan horse is one of the types of _____ threats in e-Commerce.
(a) Technical (b) Individual (c) Business (d) Societal

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

- 1) B2B means the transaction between Business 2 Bombay.
- 2) Amazon is the major influencer of OTT platforms in the entertainment industry.
- 3) EFT stands for Electronic Fund Technology.
- 4) Cash is not an e-payment instrument.

~~5) Criminals who perform illegal activities on internet referred as data criminals~~

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

Group A	Group B
1) Social Media	a) Snapdeal
2) Jeff Bezos	b) Hostile Applets
3) Kunal Bahl	c) YouTube
4) SET Protocol	d) Amazon
5) Web vandals	e) Plaintext

OR

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

- 1) Hacking
 - 2) Electronic records
 - 3) Cyber Consumers and CPA 1986 in India
 - 4) Sources of threats
 - 5) Client server network security
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