

SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S COLLEGE OF COMMERCE, BORI, PONDA GOA
(AFFILIATED TO GOA UNIVERSITY)

S.Y.B.COM SEMESTER III END EXAMINATION (CBCS), OCTOBER 2019

SUBJECT- ENTREPRENEURSHIP DEVELOPMENT

DURATION- 2 Hrs.

MAX MARKS- 80 MARKS

DATE- / /2019

INSTRUCTIONS: - 1 All questions are compulsory.

SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S COLLEGE OF COMMERCE

Bori, Ponda – Goa

(Affiliated to Goa University)

S.Y.B.COM SEMESTER III END EXAMINATION, OCTOBER 2019

NEW VENTURE PLANNING

Duration: 2 hrs

Date: /10/2018

Max Marks: 80

Instructions: (i) Answer the Q.No.1 and Q. No.2, in not less than 100 words
(ii) Answer the Q.No.3 and Q.No.6 in not less than 400 words.
(iii) This paper contains six questions and total number of page is one.

Q1. Answer ANY FOUR from following questions:

(4X4=16 Marks)

1. Explain the concept of franchise.
2. Explain the role of creative thinking.
3. How does the franchise works?
4. What is trade mark?
5. Write a short note on copy right.
6. What is Limited liability partnership?

Q2. Answer ANY FOUR from following questions:

(4X4=16 Marks)

1. Requirement of availability of Finance
2. Working of SFC
3. Methods of Venture Financing
4. Any four Pricing methods
5. What is a business plan?
6. Explain any four Advantages of business plan.

Q3. A. Explain the various sources of innovative ideas for new venture.

(12 Marks)

OR

B. Elaborate on various techniques use for generating new ideas.

(12 Marks)

Q4. A. answer the following

1) Sole Proprietor

2) Partnership

3) Company

(12 Marks)

OR

B. what is a patent? Explain the procedure for obtaining patent for your product or service.

(12 Marks)

Q5. A. Explain characteristics of market plan along with diagram.

(12 Marks)

OR

B. Discuss Internal and External Factors influencing pricing decision.

(12 Marks)

Q6. A. what are the common pitfalls to avoid in your business plan? **(12 Marks)**

OR

B. Elaborate on the various elements of business plan. **(12 Marks)**

******* ALL THE BEST*******

SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S COLLEGE OF COMMERCE

Bori, Ponda – Goa

(Affiliated to Goa University)

S.Y.B.COM SEMESTER III END EXAMINATION, OCTOBER 2019

RETAIL MANAGEMENT

Duration: 2 hrs

Max Marks: 80

- Instructions:
- (i) Answer the Q.No.1 and Q. No.2, in not less than 100 words
 - (ii) Answer the Q.No.3 and Q.No.6 in not less than 400 words.
 - (iii) This paper contains six questions and total number of page is one.

Q1. Answer ANY FOUR from following questions: (4X4=16 Marks)

1. Explain the concept of Retailing.
2. Elaborate on the factors responsible for growth of retailing in India.
3. What is Multi-channel retailing?
4. Elaborate on franchising model of retailing
5. Write a short note on telemarketing.
6. Explain the concept of automated vending machine.

Q2. Answer ANY FOUR from following questions: (4X4=16 Marks)

1. Explain the concept of store deign
2. Write a short note on visual merchandising.
3. Explain the Grid layout.
4. Free Standing Location
5. Downtown Area
6. Home Country V/S Abroad

Q3. A. Explain the concept of retailing. Explain the role of Retailer in detail. (12 Marks)

OR

B. what is retail life cycle? Explain with the help of diagram the phases of retail life cycle.

(12 Marks)

Q4. A. Explain the different types of retail formats on the basis of ownership (12 Marks)

OR

B. Explain the concept of non-store retailing and also explain different types of non-store retailing.

(12 Marks)

Q5. A. What is Store Site Selection? Explain different types Retail Location. (12 Marks)

OR

B. Discuss steps involved in choosing a Retail Location.

(12 Marks)

Q6. A. Explain the component of interior and exterior store design in detail

(12 Marks)

OR

B. What is meant by shop lifting? Discuss the methods of detecting and preventing shop lifting

(12 Marks)

***** ALL THE BEST *****

DURATION- 2 Hrs.

MAX MARKS- 80 MARKS

DATE- / /2019

- INSTRUCTIONS:** - 1. All questions are compulsory however internal choice is available.
2. Answers sub -questions of Q. No.1 and Q.No. 2 each in not more than 100 words.
3. Answer Q.No.3 to Q.No.6 each in not more than 400 words.
4. Figures to the right indicate maximum marks to the questions/sub questions

Q1) Answer the Following (Any Four)

(4X4=16)

- Explain the concept of Induced Entrepreneur.
- Features of Intrepeneur (Any Four).
- Skills of Entrepreneur (Any Four).
- Write a short note on Sociopreneur.
- Explain in brief the evolution of Entrepreneurship in India.
- Write a short note on SWOT analysis.

Q2) Answer the Following (Any Four)

(4X4=16)

- What is Techno Economic Analysis?
- Explain the meaning of Financial Analysis.
- Explain the concept of Social Cost Benefit Analysis.
- Explain process need as a factor of Purposeful Innovation.
- Startup Incubators.
- Atal Incubation Centres.

Q.3 A) Explain the role of Entrepreneurs in the economic development of a country.

(12 Marks)

OR

Q.3B) Explain any six functions of entrepreneurship.

(12 Marks)

Q.4 A) Explain the steps involved in identification of business opportunities.

(12 Marks)

OR

Q.4 B)What is Marketing Research? Explain the various techniques of marketing Research.

(12 Marks)

Q.5 A) What is project Report? Explain briefly its contents.

(12 Marks)

OR

Q.5 B)What is project Appraisal? Explain the various types of analysis to be carried out by an entrepreneur in Project Appraisal.

(12 Marks)

Q.6 A) State and Explain the principles of purposeful innovation suggested by Peter F. Drucker.

(12 Marks)

OR

Q.6 B)What are Incubation Centres? Highlight the role of Incubation Centers in assisting the upcoming entrepreneurs.

(12 Marks)

SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S
COLLEGE OF COMMERCE, BORI, PONDA
S Y B COM SEMESTER END EXAMINATION, OCTOBER 2019
CC 9 BUSINESS FINANCE – I (CBCS)
SEMESTER III

Duration: 2 Hours

Total Marks: 80

- Instructions:
- 1) **All** questions are compulsory.
 - 2) Answer question **1** and **2** in **not** more than **100** words.
 - 3) Answer question **3** to **6** in **not** more than **400** words.
 - 4) Figures to the **right** indicate **maximum** marks.

1. Write Short Notes on **ANY FOUR** of the following. **(4×4=16)**

- a) Distinguish between Business Finance and Corporate Finance (any four points)
- b) Seasonal Working Capital
- c) Types of Capital Gearing
- d) Benefits of Balanced Capitalisation
- e) Meaning & advantages of Indigenous Banker
- f) Types of Foreign Capital

2. Write Short Notes on **ANY FOUR** of the following. **(4×4=16)**

- a) Long term Financial Plan
- b) Permanent Working Capital
- c) Development Capital
- d) Principals of Business Finance
- e) Advantages of Trading on Equity
- f) Meaning of issue of Equity shares

3. A) Discuss meaning and steps evolved in financial planning. **(12)**

OR

B) Explain meaning & features of Business Finance. **(12)**

4. A) Explain factors determining Capital requirement. **(12)**

OR

B) Discuss circular flow of working capital with neat labelled diagram. **(12)**

5. A) Explain meaning of Trade Credit along with its merits and demerits. (12)

OR

B) Discuss meaning of Instalment Credit along with its features and merits. (12)

6. A) Discuss meaning of Capital Gearing along with its benefits. (12)

OR

B) Explain Cost Theory of Capitalisation along with its advantages. (12)

XXXXXXXXXXXX

DURATION- 2 Hrs.

MAX MARKS- 80 MARKS

DATE- / /2020

- INSTRUCTIONS:** - 1. All questions are compulsory however internal choice is available.
2. Answers sub -questions of Q. No.1 and Q.No. 2 each in not more than 100 words.
3. Answer Q.No.3 to Q.No.6 each in not more than 400 words.
4. Figures to the right indicate maximum marks to the questions/sub questions

Q1) Answer the Following (Any Four)

(4X4=16)

- Concept of learning
- Experience Versus Training
- Reasons for Evaluating Training
- What is Training Needs Assessment?
- E-learning as an Emerging pattern of Training
- Advantages of basic need assessment technique

Q2) Answer the Following (Any Four)

(4X4=16)

- Computer Assisted Training (CAT)
- Objectives of Training Evaluation
- Purpose of Training Evaluation
- Test-Retest Method
- Role Play as Off the Job training Method
- System Approach of Training

Q.3 A) What is Learning Curve? Explain in detail the learning Curve process.

(12 Marks)

OR

Q.3B) What is learning? Explain in detail the Principles of Learning.

(12 Marks)

Q.4 A) Explain how to identify training and development needs?

(12 Marks)

OR

Q.4 B) Explain various Assessment methods with advantages and disadvantages.

(12 Marks)

Q.5 A) Explain the various stages involved in Training

(12 Marks)

OR

Q.5 B) Explain various on the Job and Off the Job training methods.

(12 Marks)

Q.6 A) Explain in detail various methods of Training Evaluation.

(12 Marks)

OR

Q.6 B) Explain in detail the process of training Evaluation.

(12 Marks)

SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S

College of Commerce, Bori, Ponda – Goa

(Affiliated to Goa University)

SYBCOM SEMESTER III END EXAMINATION, OCTOBER 2019

ECONOMICS OF RESOURCES (GE 4) (CBCS)

Duration: 2 hrs

Max Marks: 80

Date:

-
- Instruction:
1. All questions are compulsory.
 2. Figures to the right indicate maximum marks to the Questions/sub questions.
 3. Write each question on fresh page.
-

Q1) A. Answer **any four** of the following.

(4x4=16)

- i. What is social efficiency?
- ii. What is market failure?
- iii. Write a note on sustainable development.
- iv. What are natural resources?
- v. Explain the features of open access resources.
- vi. Distinguish between biotic & abiotic resources?

Q2. Answer **any four** of the following.

(4x4=16)

- i. What are non-conventional sources of energy?
- ii. Explain importance of water as an economic resource.
- iii. What is water pricing? Explain its importance.
- iv. What is infant mortality rate?
- v. Why education is called merit good?
- vi. Explain the need for health insurance.

Q3. A) Explain the trade-off between conventional economic output and environmental quality.

(12 marks)

OR

B) Explain in detailed any two market approach to solve environmental problems.

(12 marks)

Q4.A) Explain the natural resources on the following basis:

- i) On the basis of distribution of resources
- ii) On the basis of ownership of natural resources.

(12marks)

OR

B) Explain the linkages between economic development & resource use.

(12 marks)

Q5. A) Explain the causes for water scarcity in India.

(12 marks)

OR

B) Explain the link between energy and economic growth in a country.

(12 marks)

Q6 A) Explain the determinants of health.

(12 marks)

OR

B) Explain private and social benefits of education.

(12 marks)

SWAMI VIVEKANANDA VIDYAPRASARAK MANDAL'S
COLLEGE OF COMMERCE

S.Y.B.Com., SEMESTER III, Examination: October 2019

(SEC- 1) BUSINESS LAW

Time: 2 hours

Marks: 60 (10x6)

Instructions: 1) Answer any six questions.

2) All questions carry equal marks.

1. State the nature and extent of surety's liability. In what circumstances the surety is discharged from his liability?
 2. Define contract of sale. How does it differ from agreement to sell?
 3. What is arbitral award? Explain form and contents of arbitral award?
 4. What is conciliation and explain the salient features of conciliation under Arbitration and Conciliation Act 1996.
 5. Highlight on the various kinds of endorsement.
 6. Distinguish between cheque and bill of exchange under The Negotiable Instrument Act.
 7. Discuss the rights and duties of bailor.
 8. Explain the doctrine "Nemo Dat Quod Non Habet" and state the exceptions to it.
-

2

**SWAMI VIVEKANAND VIDYAPRASARAK MANDAL'S
COLLEGE OF COMMERCE, BORI, PONDA – GOA**

(Affiliated to Goa University)

SYBCOM SEMESTER III END EXAMINATION, OCTOBER/NOVEMBER 2019

FUNDAMENTALS OF COST ACCOUNTING

Duration: 2 Hours

Marks: 80

- Instructions:
1. Question No. 1 is compulsory.
 2. Answer **any three** questions from Question No. 2 to Question No. 6
 3. Working notes should form part of your answer.
 4. Figures to the right indicate maximum marks to the questions/sub questions.

Q. 1. XYZ Chemical Ltd. processes a range of products including a detergent named "Washout" which passes through three processes before completion and transfer to the finished goods. During April 2019, data relating to this product were as follows:

	Process I	Process II	Process III
Raw material introduced (10,000 units)(Rs.)	6,000	---	---
Direct raw material added in process (Rs.)	8,500	9,500	5,500
Direct wages (Rs.)	4,000	6,000	12,000
Production Overhead (Rs.)	---	---	16,500
Output (units)	9,200	8,700	7,900
Normal loss (%)	10	5	10
Scrap value per unit (Rs.)	0.20	0.50	1

The production overhead is absorbed as a percentage of direct wages. There was no stock at the start or at the end of any process.

You are required to prepare the following accounts:

- i) Process I: ii) Process II: iii) Process III: iv) Normal Loss: v) Abnormal Loss and vi) Abnormal Gain. **(20 marks)**

Q. 2. A. Tulsian Ltd. provides you the following figures for the year 2018-19.

Direct Material	Rs. 3,20,000
Direct Wages	Rs. 8,00,000
Production Overheads	Rs. 4,80,000
Administration overheads	Rs. 1,60,000
Sales @ (20,000 units)	Rs. 25,00,000

From the above particulars you are required to:

- i. Prepare a Cost statement for the year 2018- 19.
- ii. Prepare an Estimated Cost statement for the year 2019-20 after considering the following estimates:
 - a) The production capacity will be increased to 25,000 units.
 - b) Sales per unit will increase by 20%.
 - c) Material prices per unit will go up by 10%.
 - d) The per unit Wages, and Administration overheads will go up by 5%.
 - e) Selling and Distribution Overheads will increase by Rs. 19,000.

(10 marks)

Q. 2. B. What do you understand by Normal Waste and Abnormal Waste? **(5 marks)**

Q. 2. C. What is a Cost Sheet? State any five non cost items that are not included in Cost Sheet.

(5 marks)

Q. 3. A. ABC Ltd. makes a product which passes through two processes before it is completed before it is completed and transferred to finished stock. The following data related to the month of December 2018:

	Process I	Process II	Finished Stock
Opening Stock (Rs.)	7,500	9,000	22,500
Direct Materials (Rs.)	15,000	15,750	---
Direct wages (Rs.)	11,200	11,250	---
Factory Overheads (Rs.)	10,500	4,500	---
Closing Stock (Rs.)	3,700	4,500	11,250
Inter process profit included in opening stock (Rs.)	---	1,500	8,250
Profit on transfer price (%)	25%	20%	---

Stocks in process are valued at prime cost. Finished stock is valued at the price at which it is received from Process II. Sales during the period were Rs. 1,40,000.

Prepare Process cost accounts and finished goods account showing the profit element at each stage. **(15 marks)**

Q. 3. B. What is the relevance of an Escalation Clause in a contract? **(5 marks)**

Q. 4. The following are the details of Swastik Ltd. for the year ended 31st March 2019:

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Direct Materials	70,000	Interest on Loan	1,500
Purchase of Materials	45,000	Salaries	85,000
Direct Wages	1,20,000	Sales	6,00,000
Power and fuel	15,500	Establishment Expenses	10,000
Carriage inward	2,000	Telephone expenses	3,000
Packing charges	5,000	Advertisement	7,500
<u>Rent and Rates:</u>		<u>Electricity:</u>	
Office	5,000	Office	3,000
Factory	7,000	Factory	4,500
<u>Depreciation on Furniture:</u>		<u>Depreciation:</u>	
Office	2,500	Plant and Machinery	6,000
Factory	2,000	Delivery van	2,000
Rent of warehouse	6,500	Bank Charges	350
Legal expenses	400	Bad Debts	300
Rent of warehouse	3,000	Upkeep of delivery vans	2,000
Office Stationary	900	Supervisor salary	28,000
Factory Cleaning	700	Manager salary	45,000

You are required to prepare Cost Sheet showing classification of cost under different components from the above information after giving due consideration to the following facts:

- 60% of telephone expenses relate to office and 40% to sales department.
- 25% of salaries relate to factory, 50% to office and 25% to sales department.
- 30% of establishment expenses relate to office and 20% to sales department.

(20 marks)

Q. 5. A. Mr. Bharat undertook a Contract for Rs. 5,00,000 on 1st January 2018. On 31st December 2018 the following information was available:

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Materials issued to site	55,000	Wages paid	18,000
Direct expenses paid	6,000	Wages outstanding	2,000
Plant issued at site	2,00,000	Material at site at the end	5,000
Direct expenses outstanding	1,000	Cost of work uncertified	20,000
Cost of Sub Contracts	15,000		

Of the Plant and material charged to contract; Plant costing Rs. 1,000 and material costing Rs. 2,000 were lost. Cash received Rs. 2,00,000, being 80% of work certified. The plant was installed on the respective date of the contract and depreciation is to be provided at 10% p.a. Prepare Contract Account and show the relevant items relating to Contract in Contractor's Balance Sheet.

(15 marks)

Q. 5. B. Explain the meaning of Sub contract cost with a suitable example.

(5 marks)

Q. 6. Answer in brief the following questions:

(4 x 5 = 20 marks)

- What is Contract Costing? State any three features of Contract Costing.
- Explain the different types of Direct Costs.
- What do you mean by Contract Price and Retention under Contract Costing?
- Define Cost Accounting and explain its relevance to the business organisations.

SYBCOM SEMESTER III END EXAMINATION, OCTOBER 2019
Business Statistics – I (GE3)

Duration: 2 Hours

Total Marks : 80

Time: 10.00am to 12.00pm

- Instructions:**
1. Attempt all questions.
 2. Figures to the right indicate full marks.
 3. Use of simple (non-scientific) calculators is allowed.
 4. Graph papers and log tables will be supplied on request.

Q.1 Answer the following: (16)

- a) Define population, attribute and variate. 3
- b) Draw frequency curve for the following data; 6

Class interval	O-100	100- 200	200-300	300-400	400-500
Frequency	4	10	16	20	25

- c) Calculate mean deviation (M.D) from median for the following data; 7

Age	2-6	6-10	10-14	14-18	18-22
No. of children	18	10	12	6	4

OR

Q.1) Answer the following: (16)

- x) Write objectives of tabulation. 3
- y) Draw less than type ogive for the following data and also find the number of workers having wages less than RS.700. 6

Wages	100-300	300-500	500-700	700-900
No. of workers	4	11	7	17

- z) The mean marks of 150 students in a certain class are 60. The mean marks of boys in the class are 70 and that of girls is 55. Find the number of boys and girls in the class. 7

Q.2) Answer the following: (16)

- a) The following data gives the weights of 20 students in a class. Prepare a frequency distribution by taking class intervals 35-40, 40-45, 45-50,50-55 etc

52, 40, 53, 38, 47, 58, 48, 36, 51, 43, 54, 37, 48, 42, 49, 36, 53, 41, 50, 45.

3

b) Compute D_5 and P_{48} for the following data given below;

Class interval	15-35	35-55	55-75	75-95	95-115
Frequency	10	12	18	6	14

c) Calculate Fisher Price index number for following

Commodity	Base year		Current year	
	P_0	q_0	P_1	q_1
A	14	20	13	10
B	12	10	15	8
C	22	14	26	11

OR

Q.II) Answer the following:

x) Differentiate inclusive and exclusive class intervals.

y) Calculate quartile deviation for the following.

Class interval	0-25	25-50	50-75	75-100	100-125
frequency	20	15	32	18	12

z) Splice the following index number series.

Year	2012	2013	2014	2015	2016	2017
Series A	180	165	160	-----	----	----
Series B	-----	-----	150	172	180	193

Q.3) Answer the following:

a) The data below gives export of two companies A and B (in Rs.) Draw a multiple bar diagram.

Year	Export of Company A	Export of Company B
2015	240	150
2016	125	100
2017	50	125

b) Compute the trend value by 5 yearly moving averages and represent it on graph.

Year	2011	2012	2013	2014	2015	2016	2017	2018
Sales (in lakhs)	14	16	19	21	24	27	30	35

c) Calculate Bowley's measure of skewness for the following;

X	12-18	18-24	24-30	30-36	36-42
f	8	16	14	12	10

7

OR

Q.III) Answer the Following

(16)

x) Write advantages of graphical representation

y) Draw the trend line by the method of semi averages and hence represent on graph.

6

Year	2008	2009	2010	2011	2012	2013	2014	2015
Production (in '000)	14	19	15	18	16	24	27	33

z) Mobile used by 90 students are given below. Estimate Karl Pearson's measure coefficient of skewness.

7

Age	11-13	13-15	15-17	17-19	19-21
No. of students	18	20	25	15	12

Q.4) Answer the following:

(16)

a) i) Give one use of histogram.

1

ii) Write formula for simple weighted aggregative price index number.

1

iii) With which characteristic measurement of time series will you mainly associate the following?

1

"Discount on clothes during Diwali"

b) The following are some particulars of the distribution of daily wages of different company.

6

Company	No. of workers	Mean daily wages (in Rs.)	Standard deviation (S.D)
A	400	450	10
B	600	500	12

c) Fit a trend curve by the method of least square for the following data and estimate import for the year 2020.

7

Year	2014	2015	2016	2017	2018
Import (in '000)	20	22	26	38	60

Q. IV Answer the following**(16)**

- x) i) How to find frequency density in histogram.
 ii) Give one use of index number.
 iii) Write additive model of time series.

- y) Find missing frequency if mode is 123.33

Class interval	110-115	115-120	120-125	125-130	130-135
Frequency	8	F	18	16	15

- z) Fit a second degree curve for the following.

Year	2013	2014	2015	2016	2017
Output (in '000 units)	12	9	10	13	11

Q.5) Answer the following:**(16)**

- a) Write a note on primary data.
 b) Calculate mean and standard deviation (S.D) for the following.

x	3	5	10	12	16
f	10	15	32	18	5

- c) Calculate real income for the following data.

Year	2014	2015	2016	2017	2018	2019
Index number	160	120	135	150	165	170
Income	12000	16600	21250	25640	31450	35000

OR**Q.V) Answer the following:****(16)**

- x) Write a note on secondary data.
 y) Find harmonic mean of data given below.

X	10	15	20	24	28
f	7	5	9	3	6

Also find geometric mean of 144 and 123.

- z) Calculate simple aggregative and simple average price relative index number for the following index number.

Commodity	Food	Clothing	Maintenance	Travelling	
Price	2018	18	20	15	36
	2019	25	36	40	64