


VIVEKANANDA COLLEGE, TIRUVEDAKAM WEST

(Autonomous & Residential)

[Affiliated to Madurai Kamaraj University]

B.Com. Degree (Semester) Examinations, April 2015

Part – III : Allied Subject : Second Semester : Paper – I

MANAGERIAL ECONOMICS

Under CBCS – Credit 5

 Time: **3 Hours**

 Max. Marks: **75**
SECTION – A
Answer ALL Questions :
(10 × 1 = 10)

1. The process of selecting a particular course of action from among a number of alternatives is
 - a) Decision making
 - b) Execution of a decision
 - c) Chosen action
 - d) Selection of action
2. The shape of demand curve is
 - a) Upward
 - b) Horizontal
 - c) Downward
 - d) Vertical
3. Income effect is positive for
 - a) Inferior goods
 - b) Normal goods
 - c) Giffen goods
 - d) Complementary goods
4. The Law of Diminishing Returns is also known as
 - a) The Law of Substitution
 - b) The Law of Variable Proportion
 - c) The Law of Diminishing Marginal Returns
 - d) The Law of Equilibrium
5. AR curve under perfect competitions
 - a) slopes upward
 - b) slopes downward
 - c) Horizontal
 - d) Vertical
6. How can you define Managerial Economics?
7. What do you mean by demand?
8. Comprehend the term indifference curves.
9. Define production function.
10. Differentiate fixed cost from variable cost.

SECTION – B
Answer ALL Questions :
(5 × 7 = 35)

11. a) Write a note on incremental concept in Managerial Economics.
(OR)
b) Describe the Discounting Principle in Managerial Decision Making.
12. a) Explain the different methods of demand forecasting.
(OR)
b) Discuss the factors affecting demand for a commodity.
13. a) Analyse the Marginal Rate of Substitution.
(OR)
b) Explain the properties of Indifference curves.
14. a) Describe the Law of Increasing Returns.
(OR)
b) Elucidate the economics of scale in production.
15. a) Discuss the relationship between AC and MC.
(OR)
b) Analyse the characteristics of perfect competition.

SECTION – C
Answer any THREE Questions :
(3 × 10 = 30)

16. Discuss the scope of Managerial Economics.
17. Explain the Law of Demand.
18. Analyse consumer's equilibrium with the help of indifference curve.
19. Elucidate the Law of Variable Proportions.
20. Analyse the price and output determination under monopolistic competition.



**BUSINESS STATISTICS**

Under CBCS – Credit 5

Time: 3 Hours

Max. Marks: 75

SECTION – A**Answer ALL Questions :****(10 × 1 = 10)**

1. Primary data means
 - a) Second hand information
 - b) Collected from already collected sources
 - c) First hand information
 - d) Not original in character
2. N^{th} root of product of N items is called
 - a) Arithmetic mean
 - b) Harmonic Mean
 - c) Mean
 - d) Geometric Mean
3. The difference between third quartile and first quartile is called
 - a) Range
 - b) Inter-quartile range
 - c) Semi Inter-quartile range
 - d) Quartile deviation
4. Periodic up and down movement is called
 - a) Secular variation
 - b) Seasonal variation
 - c) Cyclical variation
 - d) Erratic variation
5. $P_{01} \times Q_{01}$ is equal to
 - a) $\frac{\sum P_1 Q_1}{\sum P_0 Q_1}$
 - b) $\frac{\sum P_1 Q_0}{\sum P_0 Q_0}$
 - c) $\frac{\sum P_1 Q_0}{\sum P_0 Q_1}$
 - d) $\frac{\sum P_0 Q_0}{\sum P_1 Q_1}$
6. Define Tabulation.
7. Calculate mode for the information given below:
70, 54, 56, 54, 45, 60, 76, 45, 54
8. What do you mean by range?
9. Define Time Series.
10. What is meant by index numbers?

SECTION – B

Answer ALL Questions : (5 × 7 = 35)

11. a) Explain the different types of classification of data. (OR)

b) Differentiate primary data from secondary data.

12. a) Calculate Harmonic Mean from the following information :

| | | | | | |
|-----------------|--------|---------|---------|---------|---------|
| Marks | 0 – 10 | 10 – 20 | 20 – 30 | 30 – 40 | 40 – 50 |
| No. of Students | 5 | 7 | 15 | 25 | 8 |

(OR)

b) Estimate first and third quartiles for the data given below:

| | | | | | |
|----------------|--------|---------|---------|---------|---------|
| Income | 0 – 10 | 10 – 20 | 20 – 30 | 30 – 40 | 40 – 50 |
| No. of Persons | 10 | 14 | 19 | 17 | 13 |

13. a) Calculate Spearman's Rank Correlation from the following data:

| | | | | | | | |
|---|----|---|---|----|----|----|---|
| X | 12 | 9 | 8 | 10 | 11 | 13 | 7 |
| Y | 14 | 8 | 6 | 9 | 11 | 12 | 3 |

(OR)

b) Find Standard Deviation for the data given below:

| | | | | | | |
|-----------|----|----|----|----|----|----|
| Marks | 10 | 20 | 30 | 40 | 50 | 60 |
| Frequency | 8 | 12 | 20 | 10 | 7 | 3 |

14. a) Discuss the different components of time series. (OR)

b) Estimate five yearly moving averages from the following information :

| | | | | | | | | | | |
|----------|------|------|------|------|------|------|------|------|------|------|
| Year | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
| Students | 22 | 25 | 32 | 38 | 40 | 43 | 49 | 52 | 56 | 60 |

15. a) Use average of price relatives and find out index numbers.

| | | | | | | |
|---------------|----|----|----|----|----|----|
| Commodity | A | B | C | D | E | F |
| Price in 2010 | 20 | 30 | 10 | 25 | 40 | 50 |
| Price in 2013 | 25 | 30 | 15 | 35 | 45 | 55 |

(OR)

b) Prove Fisher's Tests of Consistency.

SECTION – C

Answer any THREE Questions : (3 × 10 = 30)

16. Elucidate the different methods of collecting primary data.

17. Calculate Mean, Median and Mode from the following information:

| | | | | | | |
|----------------|--------|---------|---------|----------|-----------|-----------|
| Wages | 0 – 25 | 25 – 50 | 50 – 75 | 75 – 100 | 100 – 125 | 125 – 150 |
| No. of Persons | 10 | 30 | 40 | 25 | 20 | 15 |

18. Estimate Karl Pearson's Co-efficient of Skewness for the following data:

| | | | | | | | | |
|-----------|------|-------|-------|-------|-------|-------|-------|-------|
| Marks | 0-10 | 10-20 | 20-30 | 30-40 | 40-50 | 50-60 | 60-70 | 70-80 |
| Frequency | 10 | 25 | 40 | 47 | 58 | 50 | 30 | 10 |

19. Fit a line of best fit for the following information:

| | | | | | | |
|-------|------|------|------|------|------|------|
| Year | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 |
| Asset | 83 | 92 | 71 | 90 | 169 | 191 |

20. Calculate the following index numbers with the help of the following information: a) Laspeyre's b) Paache's
c) Fisher's and d) Marshall Edgeworth

| | | | | |
|-----------|-------|-------|-------|-------|
| Commodity | P_0 | Q_0 | P_1 | Q_1 |
| Wheat | 8 | 50 | 20 | 60 |
| Ghee | 2 | 15 | 6 | 10 |
| Firewood | 1 | 20 | 2 | 25 |
| Sugar | 2 | 10 | 5 | 8 |
| Cloth | 1 | 40 | 3 | 30 |



**FINANCIAL ACCOUNTING – II**

Under CBCS – Credit 4/5

Time: **3** HoursMax. Marks: **75**

14. a) The following information relates to Madurai branch.

| | Rs. | Rs. |
|---|--------|--------|
| Stock on 1.1.2014 | | 11,200 |
| Branch debtors on 1.1.2014 | | 6,300 |
| Goods sent to branch | | 51,000 |
| Cash sent to branch for: | | |
| Rent | 1,500 | |
| Salaries | 3,000 | |
| Petty cash | 500 | 5,000 |
| Sales at branch: | | |
| Cash | 25,000 | |
| Credit | 39,000 | 64,000 |
| Cash received from debtors | | 41,200 |
| Stock on 31.12.2014 | | 13,600 |
| Prepare branch account for the year 2014. | | |

(OR)

b) A Head office sends goods to its branch at Salem. Prepare Salem Branch account.

| | Rs. |
|--|----------|
| Stock on 1 st April 2014 | 30,000 |
| Stock on 31 st March 2015 | 46,000 |
| Debtors on 1 st April 2014 | 26,000 |
| Debtors on 31 st March 2015 | 31,500 |
| Goods sent to branch | 1,00,000 |
| Cash sales | 55,000 |
| Cash received from debtors | 34,500 |

SECTION – A**Answer ALL Questions :****(10 × 1 = 10)**

- Consignor and consignee relationship is that of
 - Buyer and Seller
 - Principal and Agent
 - Debtor and Creditor
 - Partners
- Invoice price means
 - Cost price
 - Purchase price
 - Selling price
 - Local price
- Joint Venture Account is an example of
 - Personal Account
 - Real Account
 - Nominal Account
 - Loss Account
- When A advances money to B in the course of Joint Venture, then A debits such money to
 - Joint Venture Account
 - B's Personal Account
 - Expenses Account
 - Purchases Account
- Total debtors account shows
 - Credit purchases
 - Cash sales
 - Credit sales
 - None of these
- What is single entry system?
- _____ branch sells only those goods supplied by the head office.
- Expenses which can be directly identified with or incurred for particular departments are called _____ expenses.
- What do you mean by debtors ledger?
- What is average clause?

SECTION – B

Answer ALL Questions :

(5 × 7 = 35)

11. a) Jain of Delhi consigned 300 tins of coconut oil to Narang of Chandigarh, invoiced at Rs.200 per tin. Jain paid Rs.2,000 as carriage and other expenses. The consignor drew a bill of exchange for Rs.16,000 which was later discounted at Rs.15,700. The consignee rendered an account sale showing the following details:
- 280 tins sold at Rs.250 per tin
 - 20 tins sold at Rs.260 per tin
 - Storage and selling expenses Rs.5,000
 - Clearing and cartage Rs.1,600
 - Commission at 6% on sales
 - The consignee sent a sight draft for the balance
- Prepare the consignment account and Narang account in the books of the consignor.

(OR)

- b) Ram of Chennai consigned goods to the value of Rs.80,000 to his agent, Ramesh of Kolkata. Raman incurred Rs.3,000 towards expenses on consignment. Ramesh was allowed Rs.500 as establishment charges, 5% commission on gross sales and 3% del credere commission. Ramesh incurred an amount of Rs.1,000 as landing charges.
- Three fourths of the goods were sold at a price so as to yield 20% profit on sales. Half of the balances of goods were reported destroyed by fire and claim lodged. The Insurance Company admitted the claim for Rs.8,000.
- Show the necessary ledger accounts in the books of the consignor.
12. a) S and P entered into a joint venture and agreed to divide the profit as to S 60% and P 40%. S and P contributed Rs.1,80,000 and Rs.1,20,000 respectively for carrying on transactions relating to the venture. They opened a joint bank account with the above contributions. They purchased three old state buses

for Rs.2,40,000. S and P personally paid Rs.45,000 and Rs.30,000 respectively for repairs and renewals. They purchased a few tires and tubes costing Rs.54,000. Two buses were sold for Rs.2,70,000 and the third one was taken by P at cost price.

Prepare joint venture account and co-venturer's account.

(OR)

- b) Write the points of differences between joint venture and partnership.
13. a) Muthu maintains books on single entry. He gives you the following information.

| Particulars | January 1, 2014 | December 31, 2014 |
|-----------------|-----------------|-------------------|
| Cash in hand | 2,000 | 3,000 |
| Cash at bank | 1,000 | 2,000 |
| Stock in trade | 16,000 | 18,000 |
| Furniture | 3,000 | 5,000 |
| Sundry debtors | 21,000 | 30,000 |
| Trade creditors | 5,000 | 7,000 |

He has taken Rs.4,000 from the business to meet his personal expenses. Calculate the profit or loss for the year 2014

(OR)

- b) From the following facts you are required to calculate total sales:

| | Rs. |
|---|--------|
| Bills receivable in the beginning | 7,800 |
| Debtors in the beginning | 30,800 |
| Bills receivable encashed during the year | 20,900 |
| Cash received from debtors | 70,000 |
| Bad debts written off | 2,800 |
| Returns inwards | 8,700 |
| Bills receivable dishonoured | 1,800 |
| Bills receivable at the end | 6,000 |
| Debtors at the end | 25,500 |
| Cash sales (As per Cash Book) | 40,900 |

15. a) Prepare the sales ledger adjustment account from the following information relating to the year ended 31.12.2014.

| | Rs. |
|---------------------------------|--------|
| Opening balance of debtors | 40,000 |
| Sales (for cash of Rs. 10,000) | 90,000 |
| Cash received from debtors | 80,000 |
| Discount allowed to debtors | 500 |
| B/R received from debtors | 3,000 |
| Sales returns | 8,000 |
| B/R dishonoured | 500 |
| Bad debts | 1,000 |
| Transfer to purchase ledger | 2,000 |
| Reserve for doubtful debts | 1,500 |
| Bad debts of last year received | 1,000 |

(OR)

- b) A fire occurred at the premises of a trader on 31.5.2014 destroying a great part of his goods. His stock at 1.1.2014 was Rs.60,000. The value of stock salvaged was Rs.13,500. The gross profit on sales was 30% and sales amounted to Rs.1,53,000 from January to date of fire, while for the same period the purchases amounted to Rs.1,03,500.

Prepare a statement of claim.

SECTION – C

Answer any THREE Questions :

(3 × 10 = 30)

16. Sankar sends 20,000 units @ Rs.50 to Sunil on 1.1.2013 to be sold at a commission of 7.5%. 5% goods were lost in transit and it is considered normal. The consignor spent the following expenses:

Packaging expenses @ Rs.2 per case (Cash)

Freight Rs.10,000 (due)

Insurance Rs.6,000 (Bank)

The consignee received the balance consignment and sent a cheque of Rs.2,00,000 as advance. He incurred Rs.8,000 as unloading charges and Rs.36,000 as selling and distribution expenses. He submitted an account sale on 31.3.2013 disclosing that 14,000 units were sold @ Rs.80 per unit.

Assuming the consignee sent draft for balance, you are required to prepare the necessary ledger accounts in the books of consignor.

17. A, B and C enter into a joint venture to divide profits equally. They bought goods from D for Rs.1,25,000 and from A for Rs.25,000. A contributed Rs.30,000, B Rs.40,000 and C Rs.90,000 which amounts were banked in a Joint account. They settled their account with D by cheque and paid for carriage and other expenses for Rs.7,500. They sold goods for cash Rs.65,000 and to E on credit for Rs.1,40,000 who accepted a draft for the amount. The acceptance was cashed and realized Rs.1,37,000. A was allowed 5% commission on sales for effecting the transactions.

Prepare Joint venture account and Joint bank account.

18. The following is the statement of affairs of Shri as on December 31, 2014 who kept his books on the single entry system.

Statement of affairs as on 31.12.2014

| Liabilities | Amount | Assets | Amount |
|-------------|---------------|--------------|---------------|
| Creditors | 8,000 | Fixtures | 4,000 |
| Capital | 62,750 | Stock | 28,000 |
| | | Debtors | 35,600 |
| | | Cash at bank | 3,150 |
| | 70,750 | | 70,750 |

His capital on 31.12.2013 was Rs.42,960. He transferred to his personal account from the bank account of the firm Rs.500 every month during the year and took for private use, stock worth Rs.300. He sold his house for Rs.10,000 during the year

and introduced the proceeds into the business. Depreciation on fixtures at 5% and provision for doubtful debts at 2 ½ % is to be provided.

Prepare the Statement of profit of Shri and redraft the Statement of affairs as on December 31, 2014.

19. Mani purchased goods for his three departments as follows:

| | | |
|--------------|-------------|---------------------|
| Department A | 200 units | Total cost Rs.5,100 |
| Department B | 1,400 units | |
| Department C | 400 units | |

Sales of three departments were as follows

| | |
|--------------|--------------------------------|
| Department A | 180 units at Rs.15 per Piece |
| Department B | 1,500 units at Rs.18 per Piece |
| Department C | 450 units at Rs.6 per Piece |

Other information about stock in the beginning was as follows:

| | |
|--------------|-----------|
| Department A | 100 units |
| Department B | 400 units |
| Department C | 60 units |

Mani informs you that the rate of gross profit is the same in all departments.

Prepare trading account for the three departments.

20. A fire occurred in the premises of X limited on 10.10.2014. All stocks were destroyed except to the extent of Rs.6,200. From the following figures, ascertain the loss of stock suffered by the company.

| | Rs. |
|---|----------|
| Stock on 1.1.2014 | 40,000 |
| Purchases during 2014 | 1,45,000 |
| Sales during 2014 | 2,00,000 |
| Stock on 31.12.2014 | 25,000 |
| Purchases during 2014 upto the date of fire | 1,52,200 |
| Sales during 2014 upto date of fire | 1,89,000 |




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B.Com. / B.Com. (CA) Degree (Semester) Examinations, April 2015

Part – III : Core Subject : Second Semester : Paper – II

BANKING THEORY, LAW & PRACTICE

Under CBCS – Credit 4

 Time: **3 Hours**

 Max. Marks: **75**
SECTION – A
Answer ALL Questions : (10 × 1 = 10)

- Banks that specialize in financing foreign trade called
 - Commercial Bank
 - Industrial bank
 - Exchange Bank
 - Foreign bank
- Executor is a person who is appointed by
 - Bank
 - court
 - account holder
 - a will
- A minimum of balance of Rs.500 with cheque book facility is maintained by
 - Saving bank A/c
 - Current A/c
 - Fixed deposit A/c
 - loan A/c
- A cheque is a stale cheque if it is not presented within
 - 30 days
 - 60 days
 - 45 days
 - 90 days
- A cheque that mentions a date earlier to the date of writing the cheque is called
 - Ante dated Cheque
 - Post dated Cheque
 - Stale Cheque
 - Normal Cheque
- What is an ATM PIN?
- How is a bank customer defined?
- What is a Fixed Deposit Receipt (FDR)?
- What is a 'bearer cheque'?
- What is 'material alteration'?

SECTION – B
Answer ALL Questions : (5 × 7 = 35)

- 11.a) Explain the functions of commercial banks?
(OR)
b) What are the functions of ATM?
- 12.a) Explain the relationship between banker and customer?
(OR)
b) What precaution a banker should take while opening a saving account in the name of a trust?
- 13.a) What are the features of saving bank A/c?
(OR)
b) Who are the special types of customers? Explain.
- 14.a) Explain the functions of Negotiable Instruments?
(OR)
b) What is the cardinal rules regarding the valid endorsement?
- 15.a) Explain the situations in which a banker can refuse payment of a cheque?
(OR)
b) What are the duties of collecting banker?

SECTION – C
Answer any THREE Questions : (3 × 10 = 30)

16. Bring out the significant role played by commercial banks in the general economic development of a country.
17. Describe the relationship between the banker and the customer.
18. Analyze the various steps involved in the opening of account with a banker.
19. Explain and illustrate the different types crossing of a cheque.
20. When can a banker refuse payment on a cheque? Elaborate.





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B.Com. Degree (Semester) Examinations, April 2015

Part – III : Core Subject : Second Semester : Paper – III

PRINCIPLES OF INSURANCE

Under CBCS – Credit 4

Time: **3** Hours

Max. Marks: **75**

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

1. Define Insurance.
2. What do you mean by “utmost good faith”?
3. What is salvage?
4. What is a maritime peril?
5. What do you understand by cattle Insurance Policy?
6. _____ means as getting into the shoes of the others.
 - a) Subrogation
 - b) Mitigation
 - c) Contribution
 - d) Proximate cause
7. Under the life insurance, loss due to risk is _____ to happen.
 - a) Certain
 - b) Uncertain
 - c) Heavy
 - d) moderate
8. _____ clause to discourage under insurance of stock.
 - a) High
 - b) Low
 - c) Medium
 - d) Average
9. _____ policy in which the limits of the risks are determined by place of particular voyage.
 - a) Value
 - b) Floating
 - c) Voyage
 - d) Time
10. Bhavishya Arogya Policy is covered under _____.
 - a) Health Insurance
 - b) Group Insurance
 - c) Personal Accident Insurance
 - d) Property Insurance

SECTION – B

Answer ALL Questions :

(5 × 7 = 35)

11. a) Write the different types of life insurance.
(OR)
b) Write short notes on “Insurance regulation in India”.
12. a) What are the advantages of life insurance?
(OR)
b) Distinguish between life insurance and non-life insurance.
13. a) Discuss the essentials elements of a contract of fire insurance.
(OR)
b) Explain the procedure for calculating claim for loss of stock.
14. a) What are the contents of marine policy?
(OR)
b) Explain the essential elements of marine insurance.
15. a) Write a note on the types of Fidelity Guarantee Insurance.
(OR)
b) Write a notes on the types of property Insurance policies.

SECTION – C

Answer any THREE Questions :

(3 × 10 = 30)

16. Explain the principles of contract of insurance.
17. Explain the classification of life insurance policies on the basis of Endowment.
18. Explain the various kinds of fire policies.
19. What is marine insurance policy? State its main clauses.
20. Mention the three main types of Motor Insurance Policies. Explain the settlement of insurance claims under Motor Vehicle Insurance.



**CORPORATE ACCOUNTING**

Under CBCS – Credit 5

Time: 3 Hours

Max. Marks: 75

- iii. Costs of liquidation amounting to Rs.25, 000 are to be borne by A Ltd.

Compute the amount of Purchase Consideration.

(OR)

- b) A Ltd absorbs B Ltd by payment of 5 shares of Rs.10 each at a premium of 10%, for every 4 shares in B Ltd. The balance sheet of B Ltd as on the date of absorption is given below:

| Liabilities | Rs. | Assets | Rs. |
|--------------------------|-----------------|----------------------|-----------------|
| Share Capital Rs.10 each | 1,00,000 | Fixed assets | 90,000 |
| General reserve | 10,000 | 2000 shares in A Ltd | 20,000 |
| Creditors | 30,000 | Current assets | 30,000 |
| | 1,40,000 | | 1,40,000 |

15. a) The following particulars relate to a limited company which went into voluntary liquidation:

Preferential creditors Rs.25,000

Unsecured creditors Rs.58,000

6% Debentures Rs.30,000

The assets realised Rs.80,000. The expenses of liquidation amounted to Rs.1,500 and the liquidator's remuneration was agreed at 2 ½ % on the amount realised and 2% on the amount paid to unsecured creditors including preferential creditors. Show the liquidator's final statement of account.

(OR)

- b) ABC Ltd. went into liquidation with the following liabilities:
- Secured creditors Rs.20,000 (Securities realized Rs.25,000)
 - Preferential creditors Rs.600.
 - Unsecured creditors Rs.30,000.
 - Liquidator's expenses amounted to Rs.252.

The liquidator is entitled to a remuneration of 3% on the amounts realised (Including securities in the hands of the creditors and 1 ½ percent on the amount distributed to unsecured creditors. The various assets (excluding the securities in the hands of secured creditors) realized Rs.26,000. Show the Liquidator's Final Statement of Account.

SECTION – A**Answer ALL Questions :****(10 × 1 = 10)**

- Share application account is a
 - Personal account
 - Real account
 - Nominal account
 - Bank account
- The rate of interest on calls in advance is
 - 6%
 - 7%
 - 8%
 - 9%
- The profit made on acquisition of business is credited to
 - General Reserve
 - Capital Reserve
 - Goodwill
 - Share Premium
- This section of the Companies Act deals with the preparation and presentation of Profit and Loss account and the Balance sheet of a joint stock company.
 - Section 216
 - Section 215
 - Section 211
 - Section 210
- The rate of earnings which an investor expects in general on his investment in a particular type of industry is
 - Normal rate of return
 - Super profit
 - Capital employed
 - Retained earnings
- What is goodwill?
- What is absorption?
- What is external reconstruction?
- Who are preferential creditors?
- What is deficiency account?

SECTION – B

Answer ALL Questions :

(5 × 7 = 35)

11. a) Amar was holding 30 shares of Rs.10 each of Y limited issued at 10% discount. He paid Rs.2 on application but could not pay the allotment money of Rs.3 and his shares were forfeited. Make journal entry for the forfeiture of shares.

(OR)

- b) The following extract from the balance sheet of Gayathri & Co limited as on 31st December 2014, is given to you.

| Share capital: | Rs. |
|---|-----------|
| 2,00,000 Equity shares of Rs.10 each | 20,00,000 |
| 3,00,000, 6% redeemable Preference shares of Rs.10 each | 30,00,000 |
| Capital Reserve | 15,00,000 |
| General Reserve | 9,00,000 |
| Profit & Loss Account | 25,50,000 |

The company exercises its option to redeem the preference shares on 1st January 2015. The company has sufficient cash.

Give journal entries to record the redemption.

12. a) Ganesh limited was registered on 1.7.2014 to acquire the running business of Sunil & Co with effect from 1.1.2014. The following was the profit and loss account of the company on 31.12.2014.

| Particulars | Amount | Particulars | Amount |
|-------------------------------------|----------|---------------------|----------|
| To Office expenses | 54, 000 | By Gross profit b/d | 2,25,000 |
| To Formation expenses (written off) | 10,000 | | |
| To Stationary & Postage | 5,000 | | |
| To Selling expenses | 60,000 | | |
| To Director's fee | 20,000 | | |
| To Net profit | 76,000 | | |
| | 2,25,000 | | 2,25,000 |

Prepare a statement showing profit earned by the company in the pre and post incorporation periods. The total sales for the year took place in the ratio of 1:2 before and after incorporations respectively.

(OR)

- b) The Satpal limited has issued 40,000 equity shares of Rs.40,00,000, Rs.20,00,000 paid up and Rs.6,60,000, 8% preference shares, fully paid up. For the year ending 31st December 2014, it had earned a profit of Rs.6,00,000 which is appropriated as follows:

- i) Rs.60,000 towards debenture redemption fund
- ii) 8% preference dividend (tax free), tax being 20%
- iii) 10% ordinary dividend, tax being 20%
- iv) Rs.75,000 to general reserve
- v) Balance to be carried forward

Prepare Profit and Loss Appropriation account.

13. a) Calculate the amount of goodwill on the basis of three years purchase of the last five years' average profits. The profits for the last five years are:

| | |
|----------|-----------|
| I Year | Rs. 4,800 |
| II Year | Rs. 7,200 |
| III Year | Rs.10,000 |
| IV Year | Rs. 3,000 |
| V Year | Rs. 5,000 |

(OR)

- b) The average net profits of a business as adjusted for valuation of goodwill amounted to Rs.2,35,450. The net tangible assets employed were of the value of Rs.14,50,000. But upon valuation, they amounted to Rs.15,00,000. Assuming that 10% represented a fair commercial return, calculate the amount of goodwill by capitalizing super profits.

14. a) A Ltd agrees to take over the business of B Ltd on the following terms:

- i. The shareholders of B Ltd are to be paid Rs.25 in cash and the offer of four shares of Rs.10 each in A Ltd for every share of B Ltd. B Ltd has 50,000 equity shares outstanding.
- ii. The debenture-holders holding 5, 000 debentures of Rs.100 each are to be redeemed at a premium of 10%

SECTION – C

Answer any THREE Questions :

(3 × 10 = 30)

16. MTNL Limited invited applications for 20,000 shares of Rs.100 each payable:
Rs.25 on application
Rs.35 on allotment
Rs.40 on call
25,000 shares were applied for. The directors accepted applications for 20,000 shares and rejected the remaining applications. All the amount was fully received. Give journal entries in the books of MTNL Limited and also show the balance sheet of the company.
17. Moon & Co limited is a company with an authorised capital of Rs.5,00,000 divided into 5,000 equity shares of Rs.100 each on 31.12.2014 of which 2,500 shares were fully called up. The following are the balances extracted from the ledger as on 31.12.2014.

Trial Balance of Moon & Co Limited

| Debit | Rs | Credit | Rs |
|-----------------------------|-----------------|-----------------------------|-----------------|
| Opening Stock | 50,000 | Sales | 3,25,000 |
| Purchases | 2,00,000 | Discount received | 3,150 |
| Wages | 70,000 | Profit & Loss a/c | 6,220 |
| Discount allowed | 4,200 | Creditors | 35,200 |
| Insurance (up to 31.3.2015) | 6,720 | Reserves | 25,000 |
| Salaries | 18,500 | Loan from Managing Director | 15,700 |
| Rent | 6,000 | Share capital | 2,50,000 |
| General charges | 8,950 | | |
| Printing | 2,400 | | |
| Advertisements | 3,800 | | |
| Bonus | 10,500 | | |
| Debtors | 38,700 | | |
| Plant | 1,80,500 | | |
| Furniture | 17,100 | | |
| Bank | 34,700 | | |
| Bad debts | 3,200 | | |
| Calls-in-arrears | 5,000 | | |
| | 6,60,270 | | 6,60,270 |

Prepare the Company's Profit and loss account for the year ended 31.12. 2014 and also balance sheet.

- Closing Stock was valued at s. 1,91,500
- Depreciation on plant at 15% and on furniture at 10% should be provided
- A tax provision of Rs.8,000 is considered necessary
- The directors declared an interim dividend on 15.8.2014 for 6 months ending June 30, 2014 @6%.

18. From the following information, calculate the value per equity share.

| | Rs. |
|--|-------------------|
| 5,000, 8% preference shares of Rs.100 each | 5,00,000 |
| 75,000 equity shares of Rs.10 each, Rs.8 per share paid up | 6,00,000 |
| Expected profits per year before tax | 2,80,000 |
| Rate of tax | 50% |
| Transfer to general reserve every year | 20% of the profit |
| Normal rate of earnings | 10% |

19. The summarized Balance sheets of Gery Ltd and Reny Ltd as on March 31 were as follows:

| Liabilities | Gery Ltd | Reny Ltd | Assets | Gery Ltd | Reny Ltd |
|-----------------------|-----------------|-----------------|--------------------------------|-----------------|-----------------|
| Issued Share capital: | | | Goodwill | -- | 60,000 |
| Shares of Rs.10 | 4,00,000 | 3,00,000 | Fixes assets less depreciation | 3,00,000 | 1,20,000 |
| each | 40,000 | 1,20,000 | Current assets | 2,10,000 | 1,40,000 |
| Creditors | 70,000 | --- | P& L A/c | -- | 1,00,000 |
| Profit and Loss A/c | | | | | |
| | 5,10,000 | 4,20,000 | | 5,10,000 | 4,20,000 |

Gery Ltd resolved to take over the business of Reny Ltd with effect from April 1. The shareholders of the latter company agreed to accept shares in the former company on the basis that the shares of Gery Ltd were worth of Rs.12 each and the shares of Reny Ltd were worth Rs.5 each.

The purchasing company took over the fixed assets of Reny Ltd together with the current assets and was not required to pay the liabilities.

Draw up the balance sheet.

20. Shri Chopra is appointed liquidator of Moon Company Limited in voluntary liquidation, on July 1, 2014. The following balances are extracted from the books on that date:

| | | | |
|-----------------------------|-----------------|-------------------------|-----------------|
| Capital: | | Machinery | 45,000 |
| 24,000 shares of Rs. 5 each | 1,20,000 | Leasehold properties | 60,000 |
| Reserve for bad debts | 15,000 | Stock | 1,500 |
| Debentures | 75,000 | Book debts | 90,000 |
| Bank overdraft | 27,000 | Investments | 9,000 |
| Liabilities for purchases | 30,000 | Calls in arrear | 7,500 |
| | | Cash in hand | 1,500 |
| | | Profit and Loss account | 52,500 |
| | 2,67,000 | | 2,67,000 |

Prepare a statement of affairs.

The following assets are valued as:

Machinery Rs.90,000; Leasehold properties Rs.1,09,000; Investments Rs.6,000; Stock Rs.3,000

Bad debts are Rs.3,000 and the doubtful debts are Rs.6,000 which are estimated to realise Rs.3,000.

The bank overdraft if secured by deposit of title deeds of leasehold properties.

Preferential creditors are Rs.1,500. Telephone rent outstanding Rs.120.



(OR)

b) Explain the provisions regarding deduction U/S 80C out of Gross Total Income.

14. a) The following particulars are given by M.D. Mathur, Madras, in respect of his annual income for the year ended 31st March 2014:

| | | |
|-------|--|--------|
| i) | Salary income – 1,65,000 | |
| ii) | Taxable HRA – 7,500 | |
| iii) | Actual house rent paid Rs.3,500 p.m. | |
| iv) | Contribution to recognized Provident Fund by self and employer- each 12% of salary. | |
| v) | Life Insurance Premium paid Rs.1,200. (Sum assured Rs.20,000) and policy taken on 1-4-2013). | |
| vi) | Taxable Leave Travel Allowance – 2,700. | |
| vii) | Interest and dividend incomes: | Rs. |
| | Interest on Term Deposits with Punjab National Bank | 29,000 |
| | Income from units of Unit Trust of India | 3,000 |
| | Interest on debentures of Ponds India Ltd. | 21,750 |
| | Dividend from a co-op. society | 15,000 |
| | Interest on Govt. securities | 13,000 |
| viii) | Long term capital gains | 30,000 |
| | Short term capital gains on sale of shares (STT paid) | 20,000 |
| ix) | Medical expenses incurred in private hospital for treatment of self and family Rs.5,000. His employer reimbursed Rs.2,500. | |
| x) | Rent received from tenant of own house property Rs.9,600. Municipal taxes paid Rs.600. | |

Prepare Mathr's statement of income showing computation of taxable income giving such explanation as necessary and tax liability.

Salary is due on last date of the month.

(OR)



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B.Com. / B.Com. (CA) Degree (Semester) Examinations, April 2015

Part – III : Core Subject : Fourth Semester : Paper – II

INCOME TAX LAW & PRACTICE – II

Under CBCS – Credit 4

Time: **3 Hours**

Max. Marks: **75**

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

- Short-term capital asset is that which is held by an assessee for not more than _____ month immediately preceding the date of its transfer.
a) 18 months b) 36 months c) 48 months d) 12 months
- Substantial interest means, a person having atleast _____% of equity shares carrying voting rights.
a) 20% b) 15% c) 25% d) 30%
- Amount invested in National savings certificate – VIII issues fully qualifies for deduction u/s _____.
a) 80C b) 80CCD c) 80CCE d) 80D
- AMT denotes
a) Alternate Minimum Tax b) Alternate Maximum Tax
c) Automatic Machine Transfer d) None of the above
- In case of company assesses, due date of filing of return is _____.
a) 30th Sep b) 30th Oct c) 31st July d) 31st March
- Define Profession.
- Mention the provisions regarding carry forward and set off of "Speculation Loss".
- What is the qualifying amount and rate of deduction u/s 80U?
- Mention the penalty amount for non filing of return.
- Expand CBDT.

SECTION – B

Answer ALL Questions :

(5 × 7 = 35)

11. a) Following is the Profit and Loss Account of Kesari Malya for the previous year 2013 – 2014.

| Particulars | Rs. | Particulars | Rs. |
|--|--------|--|--------|
| To Salaries | 25,650 | By Gross Profit | 80,000 |
| To Rent | 1,000 | By Bank interest | 450 |
| To Commission on sales | 100 | By Bad Debts recovered (last year allowed) | 2,000 |
| To Income-Tax | 2,600 | By Rent from house property | 4,800 |
| To Entertainment expenses | 600 | By Interest on commercial securities | 2,000 |
| To Commission paid to collect interest on Securities | 25 | | |
| To Embezzlement by cashier | 1,000 | | |
| To Municipal tax of H.P. | 600 | | |
| To Bad Debts (allowed) | 450 | | |
| To Repairs to house | 1,625 | | |
| To Office expenses | 9,180 | | |
| To Depreciation | 5,000 | | |
| To L.I.C. premium | 1,320 | | |
| To Net profit | 40,000 | | |
| | 89,150 | | 89,250 |
| Depreciation on the assets is Rs.4,500 | | | |
| Compute the taxable business income for the assessment year 2014-15. | | | |

(OR)

- b) S, an owner of three houses, sells a residential house in Chennai for Rs.16,90,000 on May 23, 2013. This house was purchased a flat in Mumbai for Rs.8,70,000 for the purpose of the residence of his son-in-law. On March 1, 2014, S sells the house in Mumbai for Rs.12,10,000.

Compute the capital gain arising on the two transactions. Is S eligible for exemption u/s 54 in respect of the second sale?

Cost inflation index for the financial year 1987 – 88 and 2013 – 14 are 150 and 939.

12. a) From the following particulars of income of assesses, A, B and C, how the capital losses shall be set-off and carried forward for the previous year ending on 31-3-2014?

| | Particulars | Rs. |
|-----|--|--------|
| (A) | i) Business income | 15,000 |
| | ii) Short-term capital loss | 1,200 |
| | iii) Long-term capital gain (shares) | 7,200 |
| | iv) Long-term capital gain on sale of jewellery | 20,000 |
| (B) | i) Business income | 30,000 |
| | ii) Short-term capital loss | 40,000 |
| (C) | i) Business income | 60,000 |
| | ii) Short-term capital gain | 20,000 |
| | iii) Long-term capital gain (land) | 17,000 |
| | iv) Carry forward loss (short-term capital assets) | 50,000 |

(OR)

- b) Under what circumstances income of other persons can be included in the income of assessee under income Tax Act 1961?
13. a) The following are particulars of Mr. Behl for the Assessment Year 2013 – 2014:

| | Particulars | Rs. |
|----|---|----------|
| 1. | Income from House property (computed) | 61,200 |
| 2. | Business Income | 1,80,000 |
| 3. | Dividends (Gross) from a Co-op. Society | 15,500 |
| 4. | Long Term Capital Gain: Long Term | |
| | (a) From Land | 60,000 |
| | (b) From Jewellery | 35,000 |
| 5. | He paid Rs.28,000 as Life Insurance premium on his own life on a policy of Rs.2,00,000. (Policy issued on May 1, 2012). | |
| 6. | He gave Rs.30,000 as donation to a charitable institution approved under section 80G. | |
| 7. | During the year he deposited Rs.18,000 in an equity linked saving scheme (Dhan 80) notified u/s 80C. | |
| 8. | He deposited Rs.12,500 in National Saving Scheme 1992. | |
| 9. | Interest accrued on N.S. certificates VIII issue purchased in November 2012 for Rs.30,000 is Rs.2,260. | |
| | Compute his Total Income. | |

- b) Calculate firm's income under the head profits and gains for the assessment year 2014 – 15 from information given below:

| | | Rs. | Rs. |
|---|------|----------|----------|
| Net profit as per P & L A/c (after debiting the following | | | 1,20,000 |
| Salary | to A | 1,60,000 | |
| | to B | 1,40,000 | |
| Commission | to A | 1,20,000 | |
| Interest on Capital @ 15% | | | |
| | to A | 30,000 | |
| | to B | 15,000 | |

The payments to partners A & B (who are working partners) have been made in accordance with partnership deed whose certified copy has been submitted along with return of income for the assessment year 2014 – 15. Also, compute the individual income of partner A & B which is taxable under the head Profits & Gains.

15. a) What is time limit for filling of return of income under the Income Tax Act?

(OR)

- b) Write notes on i) Belated return ii) Self assessment

SECTION – C

Answer any THREE Questions :

(3 × 10 = 30)

16. Mr. D.D Dewan & Company are Chartered Accountants in Delhi. They have submitted the following Income and Expenditure Account for the year. Compute the income from profession.

| Expenses | Rs. | Income | Rs. |
|---|--------|---|----------|
| To Drawings | 48,000 | By Audit Fees | 2,24,000 |
| To Office rent | 42,000 | By Financial Consultancy Service | 98,000 |
| To Telephone installation charges under O.Y.T. scheme | 15,000 | By Dividends from an Indian Company (Gross) | 6,000 |
| To Electricity Bill | 4,200 | By Dividend on units of UTI | 4,000 |
| To Salary of staff | 66,000 | By Accountancy works | 24,000 |
| To Charities | 1,200 | | |

| | | | |
|-------------------------------|----------|--|----------|
| To Gifts given to relatives | 9,600 | | |
| To Car Expenses | 21,000 | | |
| To Subscription for Journals | 2,500 | | |
| To Institution fee | 1,200 | | |
| To Stipends given to trainees | 12,000 | | |
| To Net Income | 1,33,300 | | |
| | 3,56,000 | | 3,56,000 |

Additional information :-

- Depreciation of car during the year amounts to Rs.5,000.
- 30% of the time car is used for personal purposes.

17. Mr. H submits the following particulars about sale of assets during the year 2013 – 14.

| Particulars | Jewellery Rs. | Plot Rs. | Gold Rs. |
|---------------------|------------------|-------------|-------------|
| Sale price | 4,50,000 | 17,24,000 | 3,00,000 |
| Expenses on sale | Nil | 24,000 | Nil |
| Cost of acquisition | 50,000 | 2,00,000 | 80,000 |
| Year of acquisition | 1987-88 | 1984-85 | 1999-2000 |
| C.I.I. | 150 | 125 | 389 |

He has purchased a house for Rs.12,00,000 on 1-3-2014. Calculate the amount of taxable capital gain if C.I.I. for 2013-14 is 939.

18. The following are particulars of the Income of the GND University teacher during the year ending 31st March 2014:

- Salary Rs.37,400 p.m. plus Rs.9,000 p.m. as grade pay from which 10 percent is deducted for statutory provident fund to which the University contributes 12 per cent.
- Rent-free bungalow of the annual letting value of Rs.18,000.
- Wardenship allowance Rs.2,000 p.m.
- 12% interest on Government Loan of Rs.65,000.
- Income from house property (computed) Rs.29,560.
- He received Rs.3,500 for writing articles in a journal.
- He paid Rs.2,000 (by cheque) to G.I.C. under mediclaim.
- Interest on postal saving bank deposit Rs.6,500.
- Interest (gross) Rs.2,500.

j) Examinership remuneration Rs.3,500.

k) During the year, he sold shares of Reliance Industrial Ltd. and earned a long term capital gains of Rs.60,000.

During the year he paid Rs.24,000 as life insurance premium on his own policies and spent Rs.600 on books purchased for his own use.

Find out his Total Income, tax and exempted income. Population of Amritsar is 12 lakhs.

19. Following is the profit and loss account of M/s Himachal Traders, a partnership firm (covered u/s 184) for the year ending 31-3-2014.

| Particulars | Rs. | Particulars | Rs. |
|--|-----------|------------------------|-----------|
| Salary of Staff | 2,60,000 | Gross Profit | 14,20,000 |
| Bad debts | 20,000 | Rent from house | 60,000 |
| Bad debt provision | 5,000 | Property | 5,000 |
| Transport expenses | 50,000 | Interest on securities | 1,00,000 |
| | | LTCG on plot | |
| Donation to National Blood Transfusion council | 20,000 | | |
| General office expenses | 300,000 | | |
| Partner's Salaries: | | | |
| Sham 1,80,000 | | | |
| Sheelika 1,44,000 | 3,24,000 | | |
| Interest on capital | | | |
| Sham (14% p.a.) 28,000 | | | |
| Sheelika (16 % p.a.) 32,000 | 60,000 | | |
| Net Profit | | | |
| Sham 2,73,000 | | | |
| Sheelika 2,73,000 | 5,46,000 | | |
| | 15,85,000 | | 15,85,000 |

i) Salaries and interest to partners have been paid as per deed.

ii) General office expenses Rs.30,000 paid to a tax consultant in each

Calculate : Business Income of the Partners.

20. What is the best judgement assessment?

What are the circumstances under which it can be made?

State the remedial measures to the aggrieved party in such case.





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B. Com. Degree (Semester) Examinations, April 2015

Part E III : Core Subject : Fourth Semester : Paper E III

COMMERCIAL LAW

Under CBCS E Credit 4

Time: 3 Hours

Max. Marks: 75

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

1. An agreement not enforceable by law is said to be _____.
a) Void b) valid c) Express contract d) Quasi contract
2. _____ is what a promisor demands as the price for his promise.
a) offer b) Acceptance c) Consideration d) contract
3. _____ means fulfillment of legal obligations created by contract.
a) Performance of contract b) Actual performance
c) Attempted performance d) Tender
4. A person who promises to make good the loss is called
a) Indemnifier b) Indemnified c) Offer d) Acceptor
5. _____ means “ t o d e l i v e r ” .
a) Goods b) Bailment c) Bailor d) Pledge
6. _____ has no right to use the goods.
a) Pawnee b) Pawnor c) Bailor d) Bailee
7. The person who acts on behalf of a businessman is known as an _____.
a) Agent b) Principal c) Servant d) Owner
8. _____ means to prevent a person from denying a fact.
a) Estoppel b) Necessity c) Operator of law d) Ratification
9. Goods owned & possessed by the seller at the time of making the contract of sale are Called _____.
a) Existing goods b) Ascertained goods
c) Unascertained goods d) Ratification
10. _____ is a stipulation which is essentials to the main purpose of the contract.
a) Condition b) Warranty c) Caveat emptor d) Unpaid seller

SECTION – B

Answer ALL Questions :

(5 × 7 = 35)

11. a) What are the essentials of a valid contract?
(OR)
b) What are the essentials of valid consideration?
12. a) Distinguish between contract of Indemnity & contract of guarantee.
(OR)
b) Discuss the various types of Quasi contracts.
13. a) Discuss the rights & obligations of a finder of goods.
(OR)
b) Explain the rights of Pawnee.
14. a) What are the essentials of Agency?
(OR)
b) Explain the different kinds of Agents.
15. a) What are the essentials of contract of sale?
(OR)
b) What are the rights of an unpaid seller against the buyer personally?

SECTION – C

Answer any THREE Questions :

(3 × 10 = 30)

16. Define the term “ c o n t r a c t ” .
17. Discuss the various modes by which contract may be discharged.
18. Explain the rights & duties of Bailor.
19. Briefly explain the various modes by which an agency may be terminated.
20. Distinguish between sale and agreement to sell.




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B.Com. Degree (Semester) Examinations, April 2015

Part E III : Elective Subject : Sixth Semester : Paper E I

MANAGEMENT ACCOUNTANCY

Under CBCS E Credit 5

Time: 3 Hours

Max. Marks: 75

| | X Limited | Y Limited |
|---|-------------|-------------|
| Units produced and sold | 17,000 | 17,000 |
| Revenues | Rs.1,70,000 | Rs.1,70,000 |
| Fixed costs | Rs.85,000 | Rs.34,000 |
| Operating income | Rs.51, 000 | Rs.51,000 |
| Variable cost | Rs.34,000 | Rs.85,000 |
| Find the Break Even Point of each company in volume. (Rs) | | |

14. a) Product X requires 20 kgs of material at Rs.4 per kg. The actual consumption of material for the manufacturing of product X came to 24 kgs of material at Rs.4.50 per kg.

Calculate material variances.

(OR)

- b) The standard materials required for producing 100 units is 120 kgs. A standard price of 50 paise per kg is fixed and 2,40,000 units were produced during the period. Actual materials purchased were 3,00,000 kgs at a cost of Rs.1,65,000.

Calculate material cost variance.

- 15.a) Prepare a production budget for 3 months ending 31.12.2014 for a factory producing four products.

| Type of Product | Opening Stock (Units) | Sales (Units) | Closing Stock (Units) |
|-----------------|-----------------------|---------------|-----------------------|
| A | 3,000 | 15,000 | 7,500 |
| B | 4,500 | 22,500 | 6,000 |
| C | 6,000 | 19,500 | 4,500 |
| D | 7,500 | 18,000 | 3,000 |

(OR)
SECTION A
Answer ALL Questions :
(10 × 1 = 10)

- Which provides accounting information that is useful to management for making decisions?
 - Cost accounting
 - Management accounting
 - Finance accounting
 - Income tax accounting
- Financial statements are also called
 - Anticipated facts
 - Recorded facts
 - Analysed facts
 - Estimated facts
- Which of the following is a non current asset?
 - Goodwill
 - Cash in hand
 - Cash at bank
 - Bills receivable
- Sale of investments indicate
 - Application of funds
 - Source of funds
 - Change in current asset
 - All the above
- The difference between sales and marginal cost is known as
 - Operating Profit
 - Fixed cost
 - Contribution
 - Earnings Per Share
- At Break Even Point, the amount of total cost is equal to the amount of total
 - Sales
 - Profit
 - Charge
 - Loss
- A standard which is related the current conditions and is established for use over a short period of time is known as
 - Normal standard
 - Basic standard
 - Current standard
 - Expected standard



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B.Com. Degree (Semester) Examinations, April 2015

Part – IV : Skill Based Subject : Fourth Semester : Paper – I

SALESMANSHIP

Under CBCS – Credit 2

Time: **2 Hours**

Max. Marks: **75**

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

1. A salesman helps the consumers to match their needs with the _____.
a) Products b) Quality c) Price d) Discount
2. Personal selling relates to _____.
a) Impersonal activities b) Mass communications
c) Use of writing, oral and visual messages
d) Face to face contact with buyers
3. Salesman explains to customers by giving a _____ of how to use it.
a) demonstration b) action c) Both (a) & (b) d) None of these
4. Indoor salesman is also termed as _____ salesman.
a) staple b) counter c) wholesalers d) detail
5. Personal selling is an art and _____ of presentation of goods to the prospective buyer and persuading him to buy it.
a) commerce b) science c) politics d) skill
6. Define Salesmanship.
7. Write short notes on “Order-taking Salesmanship”.
8. What do you understand about Tender Selling?
9. What is known as Discount Sales?
10. What do you understand by aggressive selling?

SECTION – B

Answer ALL Questions :

(4 × 10 = 40)

11. a) What are the various methods of selling? Explain.
(OR)
b) What are the salient features of salesmanship.
12. a) Distinguish Aggressive selling and Defensive Selling.
(OR)
b) What are the moral qualities of a successful salesman?
13. a) Distinguish advertising and Salesmanship.
(OR)
b) Distinguish salesmanship and selling.
14. a) What are the criticisms against salesman?
(OR)
b) What are the advantage of salesmanship?

SECTION – C

Answer any TWO Questions :

(2 × 12½ = 25)

15. Explain the nine basic steps in a sales process.
16. What are the conditions under which Salesmanship works best? Explain about difference selling methods.
17. What are the functions, duties and responsibilities of a salesman?




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B.Com. Degree (Semester) Examinations, April 2015

Part – IV : Skill Based Subject : Sixth Semester : Paper – I

BUSINESS MATHEMATICS

Under CBCS – Credit 2

 Time: **2 Hours**

 Max. Marks: **75**
SECTION – A
Answer ALL Questions :
(10 × 1 = 10)

1. A set of all subsets of a given set is called _____.
 a) Family set b) Sub set c) Power set d) None
2. If all elements belonging to a set are enumerated within braces it is called
 a) Tabular Method b) Descriptive Phrase Method
 c) Rule Method d) None
3. The value of x^1 is
 a) 1 b) 0 c) x d) None
4. Find the value of 20% of 30% of 40% of 50% of 20000
 a) 2345 b) 1000 c) 240 d) None
5. In what proportion Milk at Rs.8 per litre be mixed with a water, So that the mix be worth Rs.6 per litre.
 a) 2:3 b) 3:2 c) 3:4 d) None
6. By selling an article for Rs.100 one earned a profit of Rs.10 then the Profit percent is
 a) $11\frac{1}{9}\%$ b) $9\frac{1}{11}\%$ c) 10% d) None
7. If $A:B:C=1:2:3$ and $B:C:D=4:6:5$ Find the $A:D$
 a) 2:5 b) 5:2 c) 3:5 d) None
8. The sum of two numbers is 55 and their difference is 7. Find the numbers x
 a) 24 b) 31 c) 42 d) None

9. Find the difference between simple interest and compound interest on Rs.8000 for 2 years at 5% per annum
a) Rs.20 b) Rs.24 c) Rs.36 d) None
10. Find the 10th term of the sequence 3, 5, 7, 9, _____.
a) 31 b) 21 c) 41 d) None

SECTION – B

Answer ALL Questions :

11. a) In a small village containing 1000 people following information were obtained: Those who take coffee only 180, Coffee and milk 80, milk 480, Coffee but not tea 230, Coffee 260, tea and milk 80, not all the three 240 find the following?
- i) Only tea ii) Milk but not tea
- iii) Tea and milk but not coffee taking people.

(OR)

Answer any TWO Questions :

- b) Verify distributive law if $U = \{0,1,2,3,4,5,6,7,8\}$ $A = \{0,1,2\}$
 $B = \{2,3,4,5\}$ and $C = \{5,6,7,8\}$ with the help of ven diagram.
12. a) A man spends 75% of his income. His income increases by 20% and his expenditure also increases by 10%. Find the % increase in his savings.

(OR)

- b) Find the value :- $\frac{\sqrt{5}-\sqrt{3}}{\sqrt{5}+\sqrt{3}}$.
13. a) Find the number of terms in the sequence 7, 10, 13,55
and also find the sum of the sequence.

04SB62



VIVEKANANDA COLLEGE, TIRUVEDAKAM WEST

(Autonomous & Residential)

[Affiliated to Madurai Kamaraj University]

B.Com. Degree (Semester) Examinations, April 2015

Part – IV : Skill Based Subject : Sixth Semester : Paper – II

ENTREPRENEURSHIP DEVELOPMENT

Under CBCS – Credit 2

Time: **2 Hours**

Max. Marks: **75**

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

1. Who is an innovative entrepreneur?
2. Mention any two factors affecting entrepreneurship.
3. Expand: ICICI, SIDBI.
4. What is a project report?
5. State any three functions of SIDBI.
6. What is entrepreneurship development programme?
7. What do you mean by secured loans?
8. State the source of short term finance.
9. List down the objectives of entrepreneurship development programmes.
10. What are the forms of bank loans and advances?

SECTION – B

Answer ALL Questions :

(4 × 10 = 40)

- 11.a) Enumerate the qualities of an entrepreneur.

(OR)

- b) List down the functions of an entrepreneur.

- 12.a) Draw a line between entrepreneur and intrapreneur.

(OR)

- b) Mention the characteristics of a project report.

- 13.a) Discuss the steps involved in the preparation of a project report.

(OR)

- b) Enumerate the various sources of business opportunities.

- 14.a) What are the various incentives offered by government to industrial sectors in India?

(OR)

- b) Examine the factors deciding the location of an industry and also plant layout.

SECTION – C

Answer any TWO Questions :

(2 × 12½ = 25)

15. Elaborate the role of DIC for entrepreneurship development in India.
16. Analyse SWOT analysis in detail.
17. Briefly discuss the different types of entrepreneurs.



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Part – IV : Skill Based Subject : Sixth Semester : Paper – III

EXPORT AND IMPORT PROCEDURES

Under CBCS – Credit 2

Time: **2 Hours**

Max. Marks: **75**

SECTION – A

Answer ALL Questions :

(10 × 1 = 10)

1. State the meaning of Domestic Trade.
2. What is Foreign Trade?
3. Mention any two features of Foreign Trade Policy 2009-14.
4. Differentiate Export and Import.
5. What do you mean by 'SEZs'?
6. What is Export Credit?
7. State the role of EPC.
8. What is the significance of EPZs?
9. What do you mean by Letter of Credit?
10. State the purposes of Post-Shipment Credit.

SECTION – B

Answer ALL Questions :

(4 × 10 = 40)

- 11.a) What are the merits and limitations of Foreign Trade?

(OR)

- b) Explain the importance of International Trade in India.

- 12.a) What are the documents used in import trade?

(OR)

- b) Explain the procedure followed for clearance of export goods.

- 13.a) Explain the objectives and functions of EXIM Bank.

(OR)

- b) Explain the important insurance policies of ECGC available for exporters.

- 14.a) Explain the features of commodity boards functioning in India.

(OR)

- b) Explain the financing of export by EXIM Bank in India.

SECTION – C

Answer any TWO Questions :

(2 × 12½ = 25)

15. Explain the documents used and procedure for export of goods from India.
16. Discuss the various sources of finance available for export and import in India.
17. Discuss the measures taken by Government of India to promote export.





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B.Com. / B.Com. (CA) Degree (Semester) Examinations, April 2015

Part – I : Language : Hindi : Fourth Semester : Paper – I

BUSINESS HINDI – II

Under CBCS – Credit 2

Time: 3 Hours

Max. Marks: 75

X. Explain any Two of the Poems in English or Tamil : (2 × 3 = 6)

1. पत्थर खाते ओर फल देते ,
पाठ परमार्थ का हमें पढ़ाते !
उनका गुण गान करें हम
आओ पेड़ लगाये हम !
2. कितने सुन्दर पंख हैं देख,
पंख में कितने रंग हैं देख !
रंग में कितने ढंग हैं देखो !
3. कोयल हैं मतवाली कितनी!
डोल रही है डोली -डोली !
कौआ काल कोयल काली
कोयल गाती बजती ताली !

XI. Read the following passage and answer the Questions :

(5 × 1 = 5)

एक फकीर था ! वह बड़ा लालची था ! उससे एक दिन किस्मत मिली ! फकीर ने उससे कहा की मुझे कुछ दो , किस्मत ने कहा की ठीख है , अपनी थैली खोलो ! किस्मत ने अशर्फियाँ दी ! वह बोला की और दो ! तब किस्मत ने कहा की अशर्फियाँ ज़मीन पर गिरने से सब मिट्टी हो जाएँगी ! किस्मत भी गायब हो गयी ! फकीर भी पछताया !

1. फकीर कैसा आदमी था ?
2. उसे क्या मिली?
3. फकीर ने क्या कहा ?
4. फकीर ने क्या खोला ?
5. किस्मत ने उसे क्या दिया ?

I. Answer the following Questions :

(4 × 1½ = 6)

1. उत्तर भारत के लोग क्या खाते हैं ?
2. आदिम मनुष्य ने घर बनाना कब से शुरू किया ?
3. थल यात्रा कब आसान बनी?
4. गाय के बारें में तीन वाक्य लिखिए ?

II. State TRUE or FALSE :

(5 × ½ = 2½)

1. चूहा बिल्ली को पकड़ता है !
2. मनुष्य का विकास बन्दर से हुआ !
3. आज कल जन संख्या घट रही है !
4. जंगल और पेड़ हमारे रक्षक हैं !
5. आदिम मनुष्य शहरों में रहता था !

III. Change the Voice :

(3 × 1 = 3)

1. कृष्णा काम करता !
2. सीता ने काम किया !
3. लक्ष्मण किताब लाएगा !

IV. Combine the Sentence :**(3 × 1 = 3)**

1. सूरज निकला !अँधेरा दूर हुआ !
2. मैं इंदिरा गांधी से मिला !मैं बहुत खुश हुआ !
3. पानी बंद हुआ !वे घर से बाहर निकला !

V. Write the meaning in TAMIL or ENGLISH and make a sentence with any Four words from the following : (4 × 1½ = 6)

- | | |
|-----------------|------------|
| 1. पहाड़ | 4. आसान |
| 2. स्वर्ण जयंती | 5. आकाश |
| 3. धुप | 6. होशियार |

VI. Write the Numericals in Words:**(6 × ½ = 3)**

- | | |
|-------|--------|
| 1. 40 | 4. 100 |
| 2. 25 | 5. 20 |
| 3. 30 | 6. 10 |

VII. Answer any FOUR of the following :**(4 × 2 = 8)**

1. भारत की पवित्र नदियाँ कौन कौन सी हैं ?
2. हमें जंगल और पेड़ों की रक्षा क्यों करनी चाहिए ?
3. जल यात्रा के लिए मनुष्य ने कौन कौन से साधन बनाये ?
4. हाथी के बारे में तीन वाक्य लिखिए!
5. कुत्ते के बारे में तीन वाक्य लिखिए !

VIII. Develop the Story :**(1 × 5 = 5)**

एक बकरी का बच्चा _____! _____ नदी के किनारे _____ पानी पी रहा था !उसे एक भेड़िये ने देखा ! _____ खाना चाहा ! _____ बोला की तू पानी गन्दा करता है ! बकरी के बच्चे ने जवाब दिया कि नहीं, पानी का बहाव मेरी ओर है ! _____ तूने पिछले साल गाली दी ! तब वह बच्चा बोला ,मैं तो अभी छः महीने का हूँ ! भेड़िये ने _____,अच्छा तब तो तेरे बाप ने दी होगी ! यह कहकर _____ बकरी के बच्चे को खा गया

IX. Write a Letter to Govind stores, Andhra informing them**that they can give credit upto Rs.5000/- Shri Raghu Raj****The Bearer of the Letter :****(1 × 10 = 10)**

आप सर्वश्री गोविन्द स्टोर्स ,आंध्र के नाम पर लिखकर पत्र बाहक श्री रघुराज को पाँच हजार तक ऋण देने की प्रार्थना करके पत्र लिखिए !

(OR)

Prepare an invoice for the goods supplied by Rajan Stores, General Merchant and Commission Agent, Madhurai-625002.

राजन स्टोर्स , जनरल मर्चेण्ट्स और कमीशन एजेंट , मधुराई -625002 द्वारा आपूर्ति किये गए माल पर बीजक तैयार कीजिए !

(OR)

Write a letter to m/s Ram Textiles requesting them to send the samples.

नमूने की माँग करते हुए सर्वश्री राम टेक्सटाइल्स मुंबई को पत्र लिखिए !

XII. Translate into TAMIL or ENGLISH : (5 × 1 = 5)

1. आपने सुना !
2. सीता ने चार आम खरीदे !
3. आप क्या चाहेंगे ?
4. बच्चा एक खिलौना चाहता है !
5. आप जल्दी जा सकते हैं !

XIII. Translate into HINDI : (5 × 1½ = 7½)

1. HE CAN SWIM IN THE TANK.
2. WE CAN FLY IN THE SKY.
3. MOTHER FINISHED BATHING.
4. NETAJI FINISHED GIVING LECTURES.
5. I WANT A PEN.

XIV. Write Opposites for any Five of the following words:

- | | | |
|----------|----------|--------------|
| 1. उत्तर | 5. आरम्भ | (5 × ½ = 2½) |
| 2. आजाद | 6. आसान | |
| 3. पूरब | 7. विशाल | |
| 4. सभ्य | | |

XV. Match the following : (5 × ½ = 2½)

- | | | |
|-------------------|---|-----------------------|
| 1. महाराष्ट्र में | - | तेलुगु बोली जाती है ! |
| 2. आंध्र में | - | तमिल बोली जाती है ! |
| 3. तमिलनाडु में | - | कन्नड़ बोली जाती है ! |
| 4. कर्नाटका में | - | मलयालम बोली जाती है ! |
| 5. केरल में | - | मराठी बोली जाती है ! |

