

**04AT21 – ENTREPRENEURSHIP DEVELOPMENT**

**SECTION – A**

**Answer ALL Multiple Choice Questions.**

**(10x1 = 10 Marks)**

1. “An entrepreneur is the economic agent who unites all means of production” – said by  
a) J.B. Say                      b) J.A. Schumpeter                      c) J.M. Keynes                      d) J.S. Mill
2. An entrepreneur is the  
a) Owner of the enterprise                      b) Manager of the enterprise  
c) Salesman of the enterprise                      d) customer of the enterprise
3. Fire accident is a  
a) risky event                      b) uncertain event                      c) artificial event                      d) gainful event
4. Who is independent person in an enterprise  
a) manager                      b) labour                      c) proprietor                      d) salesman
5. An innovative entrepreneur is  
a) highly motivated and talented                      b) imitating exist entrepreneurs  
c) follows traditional methods                      d) cautious and skepticism
6. Who is similar to drone entrepreneur  
a) Empirical entrepreneur                      b) Rational entrepreneur  
c) cognitive entrepreneur                      d) Trading entrepreneur
7. A salesman is a  
a) technical entrepreneur                      b) non-technical entrepreneur  
c) professional entrepreneur                      d) industrial entrepreneur
8. A women who act as façade for business of their husband is called  
a) natural entrepreneur                      b) created entrepreneur  
c) forced entrepreneur                      d) benami entrepreneur
9. Factors which are compel women to become entrepreneurs are termed as  
a) pull factors                      b) push factors                      c) natural factors                      d) family factors
10. The required facilities for an industry in the industrial estates are provided  
a) by Government to entrepreneurs                      b) by entrepreneurs to labours  
c) by Labours to proprietors                      d) by proprietors to managers

**SECTION – B**

**Answer Any FIVE Questions.**

**(5x2 = 10 Marks)**

11. Who are the entrepreneurs?
12. What is called entrepreneurship?
13. Distinguish between risk and uncertainty.
14. Comment on the term ‘trading entrepreneurs’.
15. Comprehend the term ‘motivation’.
16. Who are the women entrepreneurs?
17. What do you mean pull factors?

**SECTION – C**

**Answer any THREE Questions.**

**(3x6 = 18 Marks)**

18. Discuss the types of entrepreneurs classified by Clarence Danhof.
19. Write any three basic characteristics of an entrepreneur.
20. Evaluate the Need Hierarchy Theory.
21. Write a note on industrial estates.
22. Analyse the types of women entrepreneurs.

**SECTION – D**

**Answer any ONE Question.**

**(1x12=12 Marks)**

23. Explain the factors affecting entrepreneurship growth.
24. Elucidate the peculiar problems facing by the women entrepreneurs in India.

04AT41 – BUSINESS STATISTICS

SECTION – A

Answer ALL Multiple Choice Questions.

(10x1 = 10 Marks)

- Statistics is the science of
  - human
  - environment
  - counting
  - plants
- Statistics deals with
  - quantitative data
  - qualitative data
  - News information
  - future estimates
- The data which are collected for the first time and are original in character are called
  - published data
  - unpublished data
  - secondary data
  - primary data
- The collected data in any statistical investigation are known as
  - secondary data
  - sample data
  - raw data
  - chronological data
- In a table the vertical arrangement of information are called
  - column
  - row
  - disorder
  - serial number
- Elaboration regarding any item in a table is given in
  - Table number
  - Title of the table
  - Foot note
  - Body of the table
- Which of the following is divided into several components in pie diagram?
  - Triangle
  - Rectangle
  - Cube
  - Circle
- Median is a
  - mathematical average
  - position average
  - Commercial average
  - composite average
- The value that divides the series into two equal parts is
  - mean
  - median
  - mode
  - mutual
- What is the mean mark for 10 students scored as 10, 8, 12, 15, 14, 13, 11, 13, 15, 11
  - 12.25
  - 12.20
  - 12.02
  - 12.22

SECTION B

Answer any FIVE Questions

5x2 = 10 Marks

- What do you mean about statistics?
- Who is called enumerator?
- List out the published sources data.
- Comment on the term 'Classification'.
- Comprehend the term 'diagram'.
- State the use of measures of res of n
- What do you mean simple arithmetic mean?
- What is the basic characteristics of a average?

SECTION C

Answer any THREE Questions

3x6 = 18 Marks

- Evaluate the limitations of statistics.
- Differentiate primary data from secondary data.
- Write a note on mailed questionnaire.
- Draw a suitable bar diagram showing the following data.

Year	2013	2014	2015	2016	2017	2018
Profit(in thousands)	15000	18000	20000	16000	13000	17000

- Calculate mean from the following data using assumed mean technique.

R. No.	1	2	3	4	5	6	7	8	9	10
Marks	40	50	55	78	58	60	73	35	43	38

SECTION D

Answer any ONE Question

1x12 = 12 Marks

- Analyse the characteristics of statistics.
- Represent the following data by a pie diagram

Item	Food	Cloth	Education	Recreation	Rent	Miss
Expenditure (in Rs.)	87	24	11	13	25	20

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**SECTION: A ANSWER ALL QUESTIONS**

**(10x1=10)**

**I. Multiple Choice:**

- CO1 1. The relationship between the Co-ventures is that of:  
(a) Buyer and sales (b) Principal and Agent (c) Partners (d) Debtor and Creditor.
- CO1 2. A Joint venture is  
(a) Sending goods by one person to another (b) Particular partnership  
(c) None of the above (d) all of above.
- CO1 3. Capital accounts of the Co-ventures are of the nature of  
(a) Personal A/c (b) Nominal A/c (c) Real A/c (d) None of the above
- CO1 4. When goods are purchased for the joint venture, the account to be debited is :  
(a) Purchases A/c (b) Joint Venture A/c (c) Venturer's Capital A/c (d) All the above
- CO1 5. In case of memorandum method when there are three Co-Venturers, each Co-Venturer opens in his books for the Venture;  
(a) One account (b) Two accounts (c) Three accounts (d) All the above.
- CO3 6. Under debtors system branch account is a  
(a) Real A/c (b) Personal A/c (c) Nominal A/c (d) All the above.
- CO3 7. In case of a dependent branch 'Branch fixed Assets A/cs' are maintained by :  
(a) Branch (b) Head office (c) Department (d) All the above.
- CO3 8. The objective of Branch accounting is to know:  
(a) Profit / Loss of each branch (b) Profit / Loss of head office  
(c) None of the above. (d) All the above.
- CO3 9. When goods are invoiced to Branch at selling price. the value of goods is adjusted by  
(a) debiting goods sent to Branch Account (b) Crediting goods sent to Branch Account and  
(c) Crediting Stock Reserve Account (d) All the above.
- CO3 10. Under Debtors system. Credit sales are  
(a) Debited to the Branch Account. (b) Credited to the Branch Account; and  
(c) Not shown anywhere in the Branch Account. (d) All the above.

**SECTION: B ANSWER ANY FIVE QUESTIONS**

**(5x2=10)**

- CO111. What is a joint venture?
- CO112. Mention any three features of joint venture.
- CO113. Give any four journal entries, when accounts are maintained under separate set of books.
- CO314. What are branch accounts?
- CO315. List out any three objectives of branch accounts.
- CO316. State any three features of a dependent branch.
- CO317. Differentiate branch accounts from departmental accounts

**SECTION: C ANSWER ANY THREE QUESTIONS**

**(3x6=18)**

- CO1 18. Sand P entered into a joint venture and agreed to divide the profit as to S 60% and P 40%. Sand 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. Sand P personally paid Rs. 45,000 and Rs. 30,000 respectively for repairs and renewals. They purchased a few tyres 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. Pass necessary journal entries and prepare joint venture account, joint bank account and close the accounts of the venture.
- CO119. Sethu of Polur purchased 2,000 metres of Kanchi silk @ Rs. 6 per metre and sent to Seenu of Ami to be sold on joint venture. Sethu spent Rs. 400 on packing etc., Seenu spent Rs. 1,000 on clearing etc. Sethu drew a bill for Rs. 10,000 which was accepted by Seenu. Sethu discounted the bill for Rs. 9,700 with bank.
- Seenu sold 1,800 metres of cloth @ Rs. 9 per metre and spent Rs. 504 in this respect. Remaining cloth was taken over by Sethu at cost plus 10%. Seenu had to receive commission @ 5% on sale, the profit and loss was to be divided in the ratio of 3/5 and 2/5 between Sethu and Seenu respectively. Seenu sent cheque to Sethu for balance due. Open necessary accounts in the books of both parties
- CO120. Ramu and Chand enter into a Joint venture to share the results as to 2 : 1. The joint venture transactions are as under:

	RamuRs.	ChandRs.
Goods supplied	60,000	30,000
Expenses paid	8,000	2,000
Sale proceeds received	80,000	56,000

Show the journal entries and ledger accounts in the books of both the parties.

CO321. Naga of Trichy has a branch at Madras. Goods are sent by head office at invoice price which is at the profit of 20% on cost price. All expenses of the \ branch are paid by head office. From the following particulars, prepare branch account in the H.O. books, showing goods at invoice price.

	Rs.
Opening Balances:	
Stock at invoice price:	11,000
Debtors	1,700
Petty Cash	100
Goods sent to branch at invoice price	20,000
Expenses paid by H. 0	
Wages	200
Salary	900
Remittance made to H. 0.	
Cash Sales	2,650
Cash collected from debtors	21,000
Goods returned by branch at invoice price	400
Balances at the end	
Stock at invoice price	13,000
Debtors	2,000
Petty Cash	25

SECTION: D ANSWER ANY ONE QUESTION (1x12=12)

CO1 22. A and B doing business separately as building contractors, undertake jointly to construct a building for a newly started joint stock company for a contract price of Rs. 1,00,000 payable as to Rs. 80,600 by instalments in cash and Rs. 20,000 in fully paid shares of the company. A banking account is opened in their joint names, A paying Rs. 25,000 and B Rs. 15,000. They are to share profits and losses in the proportions of 2/3 and 1/3respectively. Their transactions were as follows:

	Rs.
Paid wages	30,000
Bought materials	70,000
Materials supplied by A	5,000
Materials supplied by B	4,000
Architect's fees paid by A	2,000

The contract was completed and the price (Cash and shares) duly received.

The joint venture was closed by 'A' taking up all the shares of the company at an agreed valuation of Rs. 16,000 and 'B' taking up the stock of materials at an agreed valuation ofRs. 3,000.

Show the necessary ledger Accounts.

CO3 23. Madras Traders Ltd., has a branch at Meerut. Goods are invoiced to the branch at cost plus 20%. Meerut branch also makes local purchases which are paid for by Madras head office. Meerut branch remits all cash collected daily to head office and all expenses are directly paid by head office except for a petty cash account maintained by the branch for which periodical transfers are made from head office.

From the following details, ascertain the branch profit as shown by the branch account in the head office books:

	Rs.
Petty cash Balance:	
1-1-1985	200
31-12-1985	185
Debtors:	
1-1-1985	?
31-12-1985	2,500
Stock (1-1-1985):	
Transfer from head office at invoice price           2,400	
Direct purchases by branch <u>1,600</u>	4,000
Cash sales	4,500
Credit sales	13,000
Direct purchases	4,500
Customers' returns	300
Goods from H.O. at invoice price	6,000
Transfer from H.O. for petty cash expenses	250
Bad debts	100
Discount to customers	200
Cash from customers	12,500
Branch expenses	3,000
Stock(31-12-1985)	
Transfer from head office at invoice price           1,800	
Direct purchases by branch <u>1,200</u>	3,000

**Section – A**

**Answer ALL Questions**

**(10X 1 =10)**

**Choose the best answer**

**CO2 1.** The banker has a lien on .....

- a) Bonds given for collection
- b) Bonds given for safe custody
- c) Bonds left by mistake
- d) (a) and (b) together

**CO2 2.** To constitute a person as a customer \_\_\_\_\_

- a) Frequency of transaction
- b) dealing of a banking nature
- c) Some sort of an account
- d) single transaction of any nature

**CO2 3.** The relationship between a banker and a customer is \_\_\_\_\_

- a) That of a debtor and creditor
- b) That of a creditor and a debtor
- c) Primarily that of a debtor and a creditor
- d) both (a) and (b)

**CO2 4.** In executing the standing instructions, there exists a relationship of \_\_\_\_\_

- a) Debtor and creditor
- b) Trustee and beneficiary
- c) Bailee and bailor
- d) Agent and principal

**CO2 5.** The banker has a statutory obligation to \_\_\_\_\_

- a) Honour customers' cheques
- b) Exercise lien
- c) Maintain secrecy of his customers
- d) Honour customers' bills

**CO1 6.** The banks which provide long-term finance is \_\_\_\_\_

- a) Exchange Banks
- b) Investment Banks
- c) Saving Banks
- d) Commercial Banks

**CO1 7.** The system where two or more banking companies are controlled by one or two individuals is called \_\_\_\_\_

- a) Chain banking
- b) Group banking
- c) Mixed banking
- d) Unit banking

**CO1 8.** The banks which are engaged in diverse kind of banking activities are called

- a) Local Area Bank
- b) Narrow Banking
- c) Universal Banking
- d) Unit Banking

**CO1 9.** Which banks provide short-term capital to agriculture?

- a) Cooperative Banks
- b) Land development Banks
- c) Central Banks
- d) Narrow Banks

**CO2 10.** The reasonable period allowed in India for the presentation of a cheque is:

- a) 1 year
- b) 3 months
- c) 9 months
- d) 5 months

**Section –B**

**Answer any five Questions**

**(5 x 2 = 10)**

**CO1 11.**What is meant by “ Foreign banks.

**CO2 12.**What do you understand by the term banker?

**CO 1 13.**What do you know about GCC, KCC ?

**CO1 14.**What is mixed banking?

**CO1 15.**What is Unit banking?

**CO 1 16.**What is meant by Central banks?

**CO3 17.**Why do business people prefer a current account?

**Section – C**

**Answer Any Three Questions**

**(3 x 6 = 18)**

**CO 2 18.**Explain the General relationship between a banker and customer.

**CO 1 19.**Explain the classification of Banks.

**CO 1 20.**Explain the system and role of cooperative banks.

**CO1 21.**Discuss the Deposit Banking and Mixed banking in India?

**CO1 22.** Discuss the Recent Trends in the banking sector?

**Section – D**

**Answer any ONE Question**

**(1 x 12 = 12)**

**CO1 23.**Describe the banking system in India

**CO 1 24.** Explain the function of RBI

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**Corporate Accounting (04CT41)**

**Section A**

**Answer All questions:**

**(10 x 1 = 10 Marks)**

1. The profit on re-issue of forfeited shares is transferred to -----  
a) General reserve    b) Capital redemption reserve    c) Capital reserve    d) Profit and Loss account
2. The rate of discount on issue of shares should not exceed -----  
a) 3%                      b) 6%                      c) 5%                      d) 10%
3. The difference between subscribed capital and called-up capital is called -----  
a) Uncalled capital    b) calls-in-arrears    c) Paid-up capital    d) calls-in-advance
4. Transfer to capital redemption reserve can be made from -----  
a) Capital reserve    b) Forfeited shares a/c    c) General reserve    d) Securities premium a/c
5. Capital redemption reserve a/c can be utilized for -----  
a) Writing off past losses                      b) Issuing fully paid bonus  
c) Declaring dividends                      d) Writing off miscellaneous expenditure
6. The premium on redemption of preference shares can be provided out of -----  
a) Securities premium    b) Insurance fund    c) Forfeited shares a/c    d) Depreciation reserve
7. Interest on debentures is normally payable -----  
a) Half yearly              b) Quarterly              c) Annually              d) Monthly
8. The rate of Interest on calls-in-arrears according to Table 'A' of the Companies Act is ----  
a) 5%                      b) 9%                      c) 3%                      d) 12%
9. To the extent divisible profits are used for redemption of preference shares, an equal amount should be transferred to -----  
a) Capital Redemption Reserve                      b) Reserve fund  
c) Profit and Loss Account                      d) Capital Reserve
10. Which section of the Companies Act 1956 provides for the issue and redemption of preference shares?  
a) Section 80              b) Section 78              c) Section 77A              d) Section 77B

**Section B**

**Answer any FIVE questions**

**(5 x 2 = 10 Marks)**

11. What do you mean by Equity Share?
12. What is Over Subscription?
13. State the meaning of Minimum Subscription.
14. What is Pro rata allotment?
15. What is forfeiture of share?
16. Write a note on Capital Redemption Reserve.
17. State any two divisible profits.

### Section C

**Answer any THREE questions.**

**(3 x 6 = 18 Marks)**

18. What are the conditions for issue of shares at discount?
19. Explain the different types of share capital with examples.
20. A company purchased Machinery from Jio Ltd. for ₹ 1,08,000 payable in fully paid shares of ₹ 100 each. Give journal entries in the books of the company if such issue is (a) at par (b) at premium of 20% and (c) at a discount of 10%.
21. A company resolved that 2,000 ordinary shares of ₹ 10 each, ₹ 7.50 paid, be forfeited for non-payment of final call of ₹ 2.50 per share. Out of the above, 1,800 shares were reissued by the company for ₹ 6 per share. Give journal entries.
22. A company decided to redeem 50,000 12% redeemable preference shares of ₹ 10 each at a premium of 10%. For the purpose of redemption, the company decided to issue 25,000 equity shares of ₹ 10 each at a premium of 15%. The balance in profit and loss account is ₹ 14,25,000. Give journal entries.

### Section D

**Answer any ONE question:**

**(1 x 12 = 12 Marks)**

23. A company issued 2,000 shares of ₹ 100 each at a premium of 10% payable as follows: ₹ 25 on application, ₹ 35 on allotment (including premium), ₹ 20 on first call and ₹ 30 on final call. 1,800 shares were applied for and allotted. All the money was received with the exception of first and final calls on 200 shares. Of the shares forfeited, 150 shares were reissued at ₹ 80 per share as fully paid. Give journal entries.
24. Y Ltd. has taken over the business of X Ltd., the assets and liabilities having been valued at ₹ 80,000 and ₹ 30,000 respectively. Y Ltd. agreed to pay ₹ 72,000 as the purchase price, to be settled by issued of 12% Debentures of ₹ 100 each. Calculate the number of debentures to be issued in the following cases and give journal entries.
  - a) If the debentures are issued at par
  - b) If the debentures are issued at a premium of 20%
  - c) If the debentures of issued at a discount of 10%.

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**INCOME TAX LAW & PRACTICE- II (04CT42)**

**Section-A**

**Multiple Choice Questions:**

**(10 X 1 = 10 Marks)**

**(Answer All Questions)**

1. Out of the following, which expense is not an admissible expense?  
(a) Bad Debts (b) Valued Added Tax  
(c) Income Tax (d) Excise Duty
2. While calculating business income, disallowed portion of preliminary expense is:  
(a) 1/2 (b) 1/5  
(c) 4/5 (d) 3/5
3. 150% of weighted deduction for in house research in some cases is allowed to:  
(a) Any assessee (b) Company assessee  
(c) A Scientific Research Association (d) Co-operative society
4. ₹ 30,000 paid in cash for hire charges of goods carriage, the disallowed expense shall be:  
(a) 25% of the amount paid (b) ₹ 20,000  
(c) ₹ 30,000 (d) Nil
5. A company incurred capital expenses ₹ 1,00,000 during previous year on promotion of family planning amongst its employees. During the previous year deduction shall be allowed to the company:  
(a) ₹ 20,000 (b) ₹ 50,000  
(c) ₹ 1,00,000 (d) Nil
6. A businessman spent ₹ 50,000 on advertisement in a souvenir of political party. He will get deduction from:  
(a) Profits and gains of business (b) Income from other sources  
(c) Gross total income (d) None of these
7. Amount paid to an approved university for social research. The deduction shall be allowed in respect of payment:  
(a) 100% (d) 125%  
(b) (c) 150% (d) 200%
7. Contribution made to an approved scientific research association is eligible for deduction up to:  
(a) 50% (b) 80% (c) 100% (d) 175%
9. Gift from clients is:  
(a) Professional income (b) Income from other sources  
(c) Non taxable item (d) None of these
10. Business Accounts should be compulsorily audited if the turnover exceeds  
(a) ₹ 1,00, 00,000 (b) ₹ 20, 00,000 (c) ₹ 60, 00,000 (d) ₹ 80, 00,000

**Section-B**

**Very Short Answer Questions**

**(5 X 2 = 10 Marks)**

**(Answer any Five out of 7 Questions)**

11. What is Business?
12. Define the term 'Profession'.
13. Draw the method of Computing Income from Business.
14. Mention any four professional receipts of Auditor.
15. What is Speculative Transactions?
16. State the provisions relating to Preliminary Expenses?
17. Write a short note on 'Bad debts'.



**Section-C****Short Answer Questions****(3 X 6 = 18 Marks)****(Answer any Three out of 5 Questions)**

18. Discuss the expenses expressly allowed in computation of profits and gains of business or profession.

19. Explain the various expenses that are expressly disallowed in the assessment of Business Income.

20. Mr. X gives you the following particulars from his accounts for the year ended on: 31-3-2018:

<b>Particulars</b>	<b>₹</b>
(a) Net profit	2,00,000
(b) Contribution to unrecognised provident fund	40,000
(c) Provision for income tax	50,000
(d) Advertisement expenses, including advertisement for ₹ 4,000 in a souvenir published by a political party	20,000
(e) Provision for excise duty	30,000
(f) Holiday home expenses	35,000
(g) Insurance premium for the health of employees paid by cheque	10,000
(h) Penalty imposed by customs authorities for breach of law	25,000
(i) Interest for late payment of sales tax	1,000

**Compute income from business.**

21. Shri.P.S. Rathore gives you the following particulars from his books of account.

<b>Particulars</b>	<b>₹</b>
1. Net profit as per Profit & Loss A/c (Before charging the following)	5,75,000
2. Expenditure on Family planning	45,000
3. Lump-sum payment made for Technical know-how	90,000
4. Entertainment expenditure	30,000
5. Expenditure on acquiring Patent-Right	84,000
6. Expenditure on Advertisement-Paid in Cash	18,000
7. Amount paid to Rajasthan University for an approved Research Programme in Social Sciences not connected with his business	20,000
8. Provision for Excise duty	45,000

(He paid only ₹ 20,000 before filing IT. Return)

**Compute his taxable Business Income for the year ending 31.3.2018:**

22. Dr. Gupta is a medical practitioner of Ludhiana. From the following

<b>Particulars</b>	<b>₹</b>
1. Gross receipts from dispensary	2,35,000
2. Gross receipts from consultation	1,65,000
3. Operation fees	2,50,000
4. Visiting fees	50,000
5. Gifts from patients	30,000
6. Medicines purchased	1,25,000
7. Closing stock of medicines	35,000
8. Salaries paid to employee	1,50,000
9. Surgical equipment purchased	48,000
10. Dr. Gupta went to attend a medical seminar in Germany to update the knowledge and spent ₹ 25,000 on it.	

11. He owns a house whose municipal value is ₹ 50,000. Half portion of the house is used for profession. Expenses paid on the house: M. Taxes 10% of M.V., Repairs ₹ 10,000,

**Calculate his income from profession for the assessment year 2018-19:**

**Section-D****Long Answer Questions (1 X 12 = 12 Marks)****(Answer any One out of 2 Questions)**

23. Following is the Profit and Loss Account of Chandan for the year ending 31.3.2018:

<b>Particulars</b>	<b>₹</b>	<b>Particulars</b>	<b>₹</b>
To Salaries	3,30,000	By Gross Profit	5,50,000
To Office expenses	36,000	By Bad debts recovered	20,000
To Depreciation	28,000	By Dividends	12,000
To Sales tax	18,000	By Rent from house property	18,000
To Legal expenses	16,000		
To Income tax	14,000		
To Expenses on acquisition of patent rights	24,000		
To Donation	4,000		
To Repairs	12,000		
To Provision for bad debts	6,000		
To General expenses	24,000		
To Net Profit	2,88,000		
<b>Total</b>	<b>8,00,000</b>	<b>Total</b>	<b>8,00,000</b>

**Additional information:**

- Salaries include ₹ 12,000 paid to the workers employed at home.
- Depreciation includes ₹ 6,000 being unabsorbed depreciation of earlier years.
- Legal expenses include ₹ 2,000 paid to the lawyer in connection with personal case.
- General expenses include ₹ 8,000 as contribution to Staff Welfare Fund.
- Out of bad debts recovered only ₹ 8,000 were allowed as deduction earlier.

**Calculate the income of Chandan from the business for the Assessment Year 2018-19.**

24. Ramakrishna is a Chartered Accountant in Bangalore. He has submitted the following Income and Expenditure Account for the year 2017-18. Compute his income from profession for the Assessment Year 2018-19:

<b>Expenses</b>	<b>₹</b>	<b>Income</b>	<b>₹</b>
To Office Rent	33,000	By Audit fees	3,00,000
To Salary to Staff	75,000	By Financial Consultancy Service	60,000
To Charities	5,000	By Interest on Deposits in a Bank	22,000
To Gifts to relatives	6,000	By Dividends on Units of UTI	6,000
To Subscription for Journals	2,400	By Accountancy works	32,000
To Drawings	16,000		
To Car expenses	24,000		
To Household expenses	8,600		
To NSCs purchased	20,000		
To Net Income	2,30,000		
<b>Total</b>	<b>4,20,000</b>	<b>Total</b>	<b>4,20,000</b>

**Additional Information:**

- Office rent ₹3,000 though paid is not recorded.
- Depreciation of car during the year is ₹ 6,000.
- 30% of car expenses are related to personal purposes.

**SECTION: A ANSWER ALL QUESTIONS (10x1=10)**

**Choose the best Answer:**

- Co1 1.** The term "Audit" is originated from the Latin word  
a) Audire                      b) Adhere                      c) Adhere                      d) Adire
- Co1 2.** The basis for decision making by the management is  
a) Accounting statements                      b) Financial Statements  
c) Bank statements                      d) Cost statements
- Co1 3.** \_\_\_\_\_ is a systematic examination of the books and records of a business.  
a) Auditing                      b) Vouching                      c) Verification                      d) Checking
- Co1 4.** The quantity of audit working papers compiled on engagement would most be affected by  
a) Management's integrity                      b) Auditor's experience and professional judgment  
c) Auditor's qualification                      d) Control risk
- Co1 5.** Which of the following sections deal with qualifications of the auditor?  
a) Section 226 (1) and section 226(2)                      b) Section 224 (1) and section 224 (2)  
c) Section 226 (3) and section 226(4)                      d) Section 224(3) & Sec.224
- Co2 6.** Audit note book or audit memorandum is a book maintained by the  
a) Audit clerk                      b) auditor                      c) manager                      d) all the above
- Co2 7.** Before the commencement of an audit the auditor prepares a  
a) Audit Programme                      b) Working papers                      c) audit note                      d) all the above
- Co2 8.** An auditor is like a  
a) Blood haunt                      b) Watch dog                      c) May both according to situation                      d) Scurrility
- Co2 9.** Auditing is compulsory for  
a) Small scale business                      b) Partnership firms                      c) Joint stock Companies                      d) Proprietary Concerns
- Co2 10.** Institute of Chartered Accountants of India was established in  
a) 1956                      b) 1949                      c) 1956                      d) 1948

**SECTION: B ANSWER ANY FIVE QUESTIONS (5x2=10)**

- Co1 11.** What are the subsidiary objects of audit?
- Co1 12.** Define 'errors of omission'.
- Co1 13.** Write short notes on errors of commission.
- Co1 14.** What is meant by off-setting errors?
- Co2 15.** What do you understand by errors of principles?
- Co2 16.** Write short notes on manipulation of accounts.
- Co2 17.** What is partial audit?

**SECTION: C ANSWER ANY THREE QUESTIONS (3x6=18)**

- Co1 18.** What are the merits and demerits of final audit?
- Co1 19.** What are the advantages of audit?
- Co1 20.** Distinguish between accountancy and auditing.
- Co2 21.** Distinguish between partnership audit and company audit.
- Co2 22.** What the difference between auditing and investigation.

**SECTION: D ANSWER ANY ONE QUESTION (1x12=12)**

- Co1 23.** Describe the qualities of an auditor.
- Co224.** What are the differences between cost audit and financial audit?

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**Management Accounting 04EP3A**

**SECTION A**

**Answer All Questions**

**(10X1 = 10)**

**Multiple Choice Questions**

- Interpretation of Financial Statements includes processes like.
  - Journalising
  - Ledger writing
  - Establishing relationships between the accounting data
  - Subsidiary books
- Trend analysis is significant for
  - Profit planning
  - Working Capital management
  - Capital rationing
  - Forecasting and Budgeting
- Financial Statements usually include Income Statement (Profit & Loss Account) and
  - Balance Sheet
  - Funds flow statement
  - Cash flow statement
  - Share capital
- A 'Ratio' is expressed in
  - Rupees
  - Weights
  - Proportion
  - Quantity
- Earnings per share (FPS) is a
  - Profitability Ratio
  - Turnover Ratio
  - Liquidity Ratio
  - Sales Ratio
- Solvency Ratios include
  - G/P Ratio
  - Fixed assets turnover
  - Capital gearing ratio
  - P/E Ratio.
- Operating Ratio is a
  - Profitability Ratio
  - Turnover Ratio
  - Liquidity Ratio
  - Recording
- Working capital is the difference between current assets and current
  - Operating expenses
  - Operating income
  - Liabilities
  - Assets
- Funds from operation is
  - Gross profit
  - Net Profit
  - Operating Profit
  - Operating expenses
- Depreciation is
  - An external source of funds
  - An application funds
  - A Non Fund item
  - Reserves

**SECTION B**

**Answer All Questions**

**(5X2 = 10)**

- Define Management Accounting.
- State the any two objectives of management Accounting.
- What is working capital?
- What is meant by Trend analysis?
- What is current ratio?
- State any two Objectives of Funds Flow Statement?
- What is Quick Ratio?

**SECTION C**

**Answer any Three Questions**

**(3x6=18)**

- Explain the functions of management Accounting.
- From the following summarised balance sheets of Sri Krishna Ltd., prepare a schedule of changes in working capital and a statement of sources and application of funds.

Liabilities	2016	2017	Assets	2016	2017
Share capital	4,00,000	5,75,000	Plant	75,000	1,00,000
Creditors	1,06,000	70,000	Stock	1,21,000	1,36,000
Profit and Loss A/C.	14,000	31,000	Debtors	1,81,000	1,70,000
			Cash	1,43,000	2,70,000
	<b>5,20,000</b>	<b>6,76,000</b>		<b>5,20,000</b>	<b>6,76,000</b>

20. From the following prepare a statement showing changes in working capital during 2017.

Liabilities	2016	2017	Assets	2016	2017
Share capital	40,000	45,000	Land	50,000	66,000
Creditors	10,000	23,000	Stock-in-trade	80,000	90,000
Profit and Loss A/C.	2,30,000	2,50,000	Debtors	1,20,000	1,15,000
			Cash	30,000	47,000
	2,80,000	3,18,000		2,80,000	3,18,000

21. M/s.Asoka Ltd. has submitted the following Balance Sheet as on 30<sup>th</sup> June 2017.

	Rs.		Rs.
Equity capital	1,50,000	Fixed assets	1,62,000
Revenue reserves	30,000	Current assets:	
8% Debentures	20,000	Stock	22,000
Current liabilities:		Debtors	51,000
Sundry creditors	49,000	Bills receivable	2,000
		Bank	12,000
	2,49,000		2,49,000

Find the current ratio and quick ratio and comment on the financial condition of the company.

22. Calculate gross profit ratio:

	Rs.		Rs.
Sales	2,20,000	Purchases	1,75,000
Sales returns	20,000	Purchase returns	15,000
Opening stock	30,000	Closing Stock	40,000

**SECTION D**

Answer Any One Question

(1x12 = 12)

23. Calculate 1.Gross profit ratio, 2.Operating ratio, 3. Operating profit ratio, 4. Net Profit Ratio

	Rs.		Rs.
Sales	21,000	Income from Investments	200
Sales returns	1,000	Administrative expenses	1,300
Cost of sales	16,400	Selling expenses	700
Interest expenses (non-operating)	100	Depreciation	200

24. The Balance Sheets of Moon Limited for the year ended 31<sup>st</sup> December 2016 and 2017 are as follows:

Liabilities	2016	2017	Assets	2016	2017
	Rs.	Rs.		Rs.	Rs.
Share capital	80,000	1,20,000	Plant& Machinery	35,600	51,300
Share Premium	8,000	12,000	Freehold premises	55,400	1,13,200
General reserve	6,000	9,000	Furniture & Fixtures	2,400	1,500
Profit & Loss Account	19,500	20,800	Stock	22,100	26,000
5% Debentures	-	26,000	Debtors	36,500	39,100
Income tax Provision	9,800	10,900	Bank	4,800	4,000
Creditors	33,500	36,400			
	1,56,800	2,35,100		1,56,800	2,35,100

Depreciation written off during the year 2017 was as under:

Plant & Machinery – Rs.12,800

Furniture & Fixtures – Rs.400

Prepare a Statement of Sources and Uses of Funds.

\*\*\*\*\*

**Choose the Best Answer:**

**(50 X 1 = 50)**

1. What is required when more than one person uses a central computer at the same time?  
A) Light pen                      B) Mouse                      C) Digitizer                      D) Terminal
2. Which of the following is the first computer to use Stored Program Concept?  
A) UNIVAC                      B) ENIAC                      C) EDSAC                      D) None of above
3. The term gigabyte refers to  
A) 1024 bytes                      B) 1024 kilobytes                      C) 1024 megabytes                      D) 1024 gigabyte
4. In which year was UK's premier computing event called? Which computer? Started?  
A) 1980                      B) 1985                      C) 1986                      D) 1987
5. Once you load the suitable program and provide required data, computer does not need human intervention. This feature is known as  
A) Accuracy                      B) Reliability                      C) Versatility                      D) Automatic
6. What is a brand?  
A) The name of companies that made computers  
B) The name of product a company gives to identify its product in market  
C) A name of class to indicate all similar products from different companies  
D) All of above
7. Machine language is  
A) Machine dependent      B) Difficult to program                      C) Error prone                      D) All of above
8. A byte consists of  
A) One bit                      B) Four bits                      C) Eight bits                      D) Sixteen bits
9. Modern Computers are very reliable but they are not  
A) Fast                      B) Powerful                      C) Infallible                      D) Cheap
10. What is the date when Babbage conceived Analytical engine  
A) 1642                      B) 1837                      C) 1880                      D) 1850
11. What is the shortcut key for "Superscript" the selected text?  
a. Ctrl + =                      b. Ctrl + –                      c. Ctrl + Shift + =                      d. Ctrl + Shift + –
12. What is the shortcut key to Close Active Document in Microsoft Word?  
a. Ctrl + F4                      b. Shift + F4                      c. Ctrl + Shift + F4                      d. None of above
13. What is the shortcut key to show font dialog box?  
a. Ctrl + D                      b. Ctrl + Shift + F                      c. Ctrl + Shift + P                      d. All of the above
14. How to remove all character formats?  
a. Shift + Spacebar                      b. Shift + Enter                      c. Ctrl + Spacebar                      d. Ctrl + Enter
15. What is the shortcut key to "Undo" the last action in a document?  
a. Ctrl + X                      b. Ctrl + Y                      c. Ctrl + Z                      d. None of above
16. Which key do you press to force a page break?  
a. CTRL+ALT                      b. CTRL+ break                      c. CTRL+ Enter                      d. none of the above
17. To increase a paragraph indent, use the \_\_\_\_\_ shortcut keys.  
a. Ctrl+L                      b. Ctrl+E                      c. Ctrl+I                      d. Ctrl+M
18. To move to the end of the document, press the \_\_\_\_\_ key(s).  
a. down arrow                      b. end                      c. Ctrl+down arrow                      d. Ctrl+end
19. Which key is used to select all the text in the document?  
a. Ctrl+T                      b. Ctrl+A                      c. Ctrl+F                      d. Ctrl+N
20. To undo the last work, press .....
21. The scroll box on the vertical scroll bar indicates the \_\_\_\_\_.  
a. position of the insertion point from the top of the page  
b. distance of the insertion point from the left margin  
c. current relative location of the document portion displayed in the window  
d. rank of the word in which the insertion point is found
22. Headers and footers can include text and graphics, as well as the \_\_\_\_\_.  
a. current date                      b. page number                      c. current time                      d. all of the above
23. Text boundary can be displayed or hidden from  
a. Auto text option from Insert menu                      b. Options from Tools menu  
c. Customize from Tools menu                      d. All of above
24. \_\_\_\_\_ are types of changes that occur when text has been omitted from a document and must be inserted later.  
a. Copy                      b. Paste                      c. Cut                      d. Paste Special
25. Which would you choose to move selected text from one place to another?  
a. Move and Paste                      b. Copy and Paste                      c. Cut and Paste                      d. Delete and Paste

26. Ctrl + X  
 a. Close Document    b. Close Word Application    c. Cut the Selected Contents    d. Copy the Selected Contents
27. Which is not a data source component?  
 a. mail merge toolbar    b. header row    c. data fields    d. data records
28. In Word, the mailing list is known as the \_\_\_\_\_.  
 a. data sheet    b. source    c. data source    d. sheet
29. On the horizontal ruler, an upside down T indicates a \_\_\_\_\_ tab stop.  
 a. left-aligned    b. right-aligned    c. decimal-aligned    d. center
30. To erase a character to the right of the insertion point, press the \_\_\_\_\_ key.  
 a. cancel    b. backspace    c. delete    d. either b or c
31. Ctrl + D  
 a. Delete Dialog Box    b. Font Dialog Box    c. Delete All    d. Do nothing
32. Ctrl + Y  
 a. Undo the last Action    b. Repeat the last Action    c. Delete the last page    d. Delete the first page
33. "Ctrl + Delete" is used to  
 a. Delete the word just after the cursor    b. Delete the word just before the cursor  
 c. Delete the single letter just after the cursor    d. Delete the single letter just before the cursor
34. "Ctrl + Backspace" is used to  
 a. Delete the single letter just before the cursor    b. Delete the single letter just after the cursor  
 c. Delete the word just before the cursor    d. Delete the word just after the cursor
35. Auto text and Auto correct are \_\_\_\_\_ tools.  
 a. styling    b. editing    c. designing    d. none of the above
36. In normal view, automatic page breaks \_\_\_\_\_.  
 a. do not display  
 b. display on the screen as a single dotted horizontal line  
 c. display on the screen above the header and beneath the footer  
 d. display on the screen as a line separated by the words Page Break
37. What is the extension of Word files?  
 a. FIL    b. DOT    c. DOC    d. TXT
38. To autofit the width of column  
 a. Double click the right border of column    b. Double click the left border of column  
 c. Double click the column header    d. All of above
39. To open Columns dialog box quickly  
 a. double click on the left margin area of ruler    b. double click the space between area on ruler  
 c. double click the right margin in ruler    d. All of above
40. To cancel a job that is printing or one that is waiting to be printed \_\_\_\_\_.  
 a. click the Print button on the Standard toolbar    b. click the printer icon on the taskbar  
 c. double-click the Print button on the Standard toolbar    d. double-click the printer icon on the taskbar
41. What happens if you press Ctrl + Shift + F8?  
 a. It activates extended selection    b. It activates the rectangular selection  
 c. It selects the paragraph on which the insertion line is.    d. None of above
42. What is the use of "All Caps" feature in MS-Word?  
 a. It changes all selected text into Capital Letter    b. It adds captions for selected Image  
 c. It shows all the image captions    d. None of the above
43. The feature of Word that automatically adjusts the amount of space between certain combinations of characters so that an entire word looks more evenly spaced. What is that feature called?  
 a. Spacing    b. Scaling    c. Kerning    d. Positioning
44. Gutter position can be set in following positions  
 a. Left & Right    b. Left & Top    c. Left & Bottom    d. Left Only
45. The \_\_\_\_\_ indents all the lines of a paragraph except first line  
 a. First Line Indent Marker    b. Hanging Indent Marker    c. Left Indent Marker    d. Right Indent Marker
46. A document in portrait orientation prints  
 a. the same characters per line with the same document in landscape  
 b. More characters per line than the same document in landscape  
 c. Less characters per line than the same document in landscape  
 d. Smaller fonts in order to fit the same amount of characters per line with landscape
47. A \_\_\_\_\_ is a formatting mark at the end of a line that moves the insertion point to the beginning of the next physical line.  
 a. paragraph break character    b. nonbreaking space    c. line break character    d. nonbreaking hyphen
48. Which option enables automatic updates in destination documents?  
 a. embedding    b. objects    c. links    d. relationships
49. Which of the following position is not available for fonts on MS Word?  
 a. Normal    b. Raised    c. Lowered    d. Centered
50. Which corner of the Word window has the zoom control?  
 a. upper-left    b. upper-right    c. lower-left    d. lower-right



26. 10000, 11000, 9900, 10890, 9801, ?  
a) 10241    b) 10423    c) 10781    d) None
27. 0, 6, 24, 60, 120, 210, ?  
a) 240    b) 290    c) 336    d) None
28.  $\frac{1}{2}, \frac{3}{4}, \frac{5}{8}, \frac{7}{16}, ?$   
a)  $\frac{9}{32}$     b)  $\frac{10}{17}$     c)  $\frac{11}{34}$     d) None

**Find the odd man out:**

29. 3, 5, 11, 14, 17, 21  
a) 21    b) 17    c) 14    d) 3
30. 8, 27, 64, 100, 125, 126, 343  
a) 27    b) 100    c) 125    d) 343
31. 10, 25, 45, 54, 60, 75, 80  
a) 10    b) 45    c) 54    d) 75
32. 396, 427, 671, 264,  
a) 396    b) 427    c) 671    d) 264

**Select a figure from amongst the Answer Figures which will continue the same series as established by the five problems:**

33. Problem Figures:                      Answer Figures

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34. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--	--

35. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--	--

36. Problem Figures:                      Answer Figures

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37. Problem Figures:                      Answer Figures

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38. Problem Figures:                      Answer Figures

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39. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--	--

40. Problem Figures:                      Answer Figures

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41. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--	--

42. Problem Figures:                      Answer Figures

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43. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--

44. Problem Figures:                      Answer Figures

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45. Problem Figures:                      Answer Figures

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46. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--

47. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--

48. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--

49. Problem Figures:                      Answer Figures

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**Select a suitable figure from the Answer Figures that would replace the question mark (?)**

50. Problem Figures:                      Answer Figures

--	--	--	--	--	--	--	--	--





REASONING ABILITY 04SB41

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**Answer ALL Questions:**

**Find the missing term in each of the following series:**

1. 2,5,9,19,37,?  
a) 73                                      b) 75                                      c) 76                                      d) None
  2. 4, 8, 28, 80, 244,  
a) 728                                      b) 628                                      c) 428                                      d) None
  3. Find the next two terms in the series: A, C, F, J,?,?  
a) L, P                                      b) O, U                                      c) R, V                                      d) None
  4. Find the next term in the alpha-numeric series ZIA, X2D, V6G, T21J, R88M, P445P,?  
a) N2676S                                      b) N26766T                                      c) T26ON                                      d) None
  5. Newspaper: Press:: Cloth : ?  
a) Textile                                      b) Fibre                                      c) Mill                                      d) None
  6. Mumbai:Maharashtra:: Trivandrum : ?  
a) Kolkata                                      b) Gujarat                                      c) Kerala                                      d) None
  7. Menu:Food : : Catalogue : ?  
a) Rack                                      b) Newspaper                                      c) Library                                      d) None
  8. Dog: Bark :: Goat : ?  
a) Bleat                                      b) Howl                                      c) Grunt                                      d) None
  9. Choosing the odd word  
a) Zebra                                      b) Lion                                      c) Tiger                                      d) Horse
  10. Choosing the odd word  
a) Apple                                      b) Marigold                                      c) Rose                                      d) Lotus
  11. Choosing the odd word  
a) Parrot                                      b) Bat                                      c) Crow                                      d) Pigeon
  12. Choosing the odd word  
a) Ginger                                      b) Onion                                      c) Beetroot                                      d) Coriander
  13. In a certain code letter in the word TEACHER is written as VGCEJGT. How is CHILDREN written in that code?  
a) EJKNEGTP                                      b) EGKNFITP                                      c) EJKNFTGP                                      d) None
  14. In a certain code language, RUSTICATE is written as QTTUIDBSD. How would STATISTIC written in that code?  
a) RSBUIJTUHB                                      b) RSBUITUHB                                      c) RSBUIRSJD                                      d) None
  15. If ROAST is coded as PQYUR in a certain language, then how will SLOPPY be coded in that language?  
a) MRNAAQN                                      b) NRMNQA                                      c) QNMRNA                                      d) None
  16. Pointing towards a person, a man said to a woman, "His mother is the only daughter of your father" How is the woman related to that person?  
a) Daughter                                      b) Sister                                      c) Mother                                      d) None
  17. Pointing to a photograph, a man said, "I have no brother or sister but that man's father is my father's son." Whose photograph was it?  
a) His own                                      b) His son's                                      c) His nephew's                                      d) None
  18. Pointing towards a boy ,Veena said, "He is the son of only son of my grandfather." How is that boy related to veena?  
a) Uncle                                      b) Brother                                      c) Son                                      d) None
  19. A man is facing west. He turns  $45^0$  in the clockwise direction and then another  $180^0$  in the same direction and then  $270^0$  in the anti-clockwise direction. Which direction in he facing now?  
a) South                                      b) South-west                                      c) West                                      d) None
  20. If you are facing north-east and move 10m forward, turn left and move 7.5m, then you are  
a) North of your initial position      b) South of your initial position      c) Both a and b                                      d) None
- Study the following information carefully and answer the given questions:**
- i) B and E are good in Dramatics and Computer Science                                      ii) A and B are good in Computer Science and Physics
  - iii) A, D and C are good in History and dramatics                                      iv) C and A are good in Physics and Mathematics
  - v) D and E are good in History and Dramatics.
21. Who is good in Physics, History and Dramatics  
a) A                                      b) E                                      c) C                                      d) None
  22. Who is good in Physics, History, and Mathematics, but not in Computer Science?  
a) A                                      b) B                                      c) C                                      d) None
  23. Who is good in Computer Science, History and Dramatics?  
a) B                                      b) C                                      c) E                                      d) None
  24. Who is good in Computer Science, History , Physics, Mathematics?  
a) A                                      b) B                                      c) C                                      d) None
  25. Who is good in Physics, Dramatics and Computer Science?  
a) A                                      b) B                                      c) C                                      d) None

Marketing Aptitude and General Awareness - 04SB63

Multiple Choice Questions

50 x 1 = 50 Marks

1. Acid-test of a brand is
  - a) Brand preference
  - b) Brand popularity
  - c) Brand acceptability
  - d) Brand of loyalty
2. Value added services means
  - a) Getting full value for money
  - b) Better value for higher price
  - c) Costlier service
  - d) Additional service
3. The best advertisement is
  - a) Signboards
  - b) Internet
  - c) TV, Media
  - d) A Satisfied Customer
4. A presentations means.....
  - a) A display of products
  - b) Explaining the utility of a product
  - c) A gift
  - d) Display of communication skills
5. DSA means.....
  - a) Directly Selling Authority
  - b) Directly Selling Agent
  - c) Direct Selling Authority
  - d) Direct Selling Agent
6. What is Digital Marketing?
  - a) A way of Direct Marketing
  - b) A way of indirect Marketing
  - c) A strategy of the DSAs
  - d) All of these
7. A Call Centre is.....
  - a) A place where salesmen meet every day
  - b) A back office set up where customer queries area answered
  - c) A training centre
  - d) Customer's meeting place
8. What is online marketing?
  - a) Same as face-to-face marketing
  - b) Easier than traditional marketing
  - c) A part of a marketing plan
  - d) A novel method of selling
9. The term Product Mix means.....
  - a) Distributing a mix of products
  - b) Collecting ideas to sell better
  - c) Satisfying the customers
  - d) Various products designed by the company
10. Rural Marketing involves.....
  - a) Selling to rural banks
  - b) Selling by rural banks
  - c) Selling to rural customers
  - d) Arranging industrial exhibitions
11. What do you understand by CRM?
  - a) Central Role Money
  - b) Customer Relationship Management
  - c) Customer Rate Money
  - d) All of these
12. What are the different types of Consumer Products?
  - a) Convenience Products
  - b) Shopping Products
  - c) Specialty Products
  - d) All of these
13. Micro Finance is an/a.....of banking services.
  - a) The Poor
  - b) Railways
  - c) Industry
  - d) New consumers
14. A physical, concrete product you can touch is.....
  - a) A service
  - b) A good
  - c) An idea
  - d) A philosophy
15. The two components of a marketing strategy are.....
  - a) Marketing objectives and promotion
  - b) Marketing mix and marketing objectives
  - c) Target market and marketing mix
  - d) Target markets and promotions
16. Mail is a .....business.
  - a) Wholesale
  - b) Retailer
  - c) Producer
  - d) Agent or producer's agent
17. Sales promotion is a.....
  - a) Short-term device
  - b) Long-term device
  - c) Highly long-term device
  - d) All of these
18. Cyber marketing is also known as.....
  - a) Green marketing
  - b) Modern marketing
  - c) On-line marketing
  - d) All of these
19. Internet marketing involves.....
  - a) Display advertising
  - b) E-mail marketing
  - c) E-marketing software
  - d) all of these
20. Free sample is a device for.....
  - a) Consumer or user of the product
  - b) Staff
  - c) Manufacturer
  - d) Middleman
- 21..... is a marketing technique where marketer plays a specific role in a particular segment.
  - a) Mass marketing
  - b) Niche Marketing
  - c) Strategic Marketing
  - d) Modelling

22. Telemarketing involves.....  
a) Good communication skills    b) Good negotiation skills    c) High level    d) Low Level
23. Which of the following is not an example of convenience goods?  
a) Tea    b) Soap    c) Coffee    d) Umbrella in the rainy season
24. Which of the following is a Staple Product?  
a) Furniture    b) Computer with internet    c) Bank Building    d) Fruits
25. Which of the following is a consumable item?  
a) Cold drink or Milk    b) Newspapers    c) LPG    d) All of these
26. Which of the following represents a Convenience Product?  
a) Magazine and Newspaper    b) Bank's Furniture    c) Truck    d) Research
- 27..... pertains to the marketing activities carried out by a marketer in more than one nation or country.  
a) Domestic marketing    b) Eco-marketing    c) International marketing    d) Social marketing
28. At the..... stage in the product life cycle, sales growth begins to decline.  
a) Growth    b) Maturity    c) Saturation    d) Decline
29. A brand name is one of the elements of the .....  
a) Core product    b) Actual Product    c) Final Product    d) Market Product
30. A marketer sometimes uses temporary price reductions to.....  
a) Increase the number of competitors    B) Gain market share    c) sales    d) All of these
31. A money deposited at a bank cannot be withdrawn for a present fixed period of time is known as a.....  
a) Term Deposit    b) Checking Accounts    c) Savings Bank Deposit    d) No Frills Account
32. The Term Smart Money refers to.....  
a) Foreign currency    b) Internet banking    c) Credit cards    d) US Dollars
33. Which of the following is the retail banking product?  
a) Home Loans    b) Working Capital Finance    c) Corporate term Loans    d) Export Credit
34. When there is a difference between all receipts and expenditure of the Government of India, both capital and revenue, it is called.....  
a) Revenue Deficit    b) Budgetary Deficit    c) Zero Budgeting    d) Trade Gap
35. Axis Bank is a.....  
a) Public Sector Bank    b) Private Sector Bank    c) Co-operative Bank    d) Foreign Bank
36. Which of the following is NOT a financial term?  
a) Acid Test    b) Double Fault    c) Gross Profit    d) Depreciation
37. Which of the following agencies/organizations has decided to make major changes for ULIPs?  
a) IRDA    b) RBI    c) AMFI    d) SBI
38. Lending to Self Help Groups (SHGs) by banks is known as  
a) Non Priority Sector    b) Priority Sector    c) Commercial Sector    d) Corporate Sector
39. Expand terms means IFRS.....  
a) Indian Financial Review Standards    b) Indian Financial Reporting Standards  
c) International financial Reporting Standards    d) International Financial Review Standards
40. When a bank returns a cheque unpaid, it is called  
a) talking of the cheque    b) payment of the cheque    c) drawing of the cheque    d) dishonour of the cheque
41. RBI was nationalized in:  
a) 1939    b) 1950    c) 1969    d) 1949
42. RBI doesn't have an office in  
a) Jaipur    b) Bhopal    c) Kanpur    d) Shimla
43. Crossing 'applies to which of the following instruments?  
a) Fixed Deposits    b) Cheque    c) Bills    d) Hundies
44. The Mutual Fund in India are regulated by?  
a) IRDA    b) SIDBI    c) SEBI    d) RBI
45. M-banking is now a days offered by lots of banks in India, what does M-stands for?  
a) Money    b) Message    c) Marginal    d) Mobile Phone
46. The rate at which banks borrows form the RBI is called  
a) SLR    b) Repo Rate    c) Reverse repo rate    d) Bank rate
47. Expand the term ALB as used is Banking/Financial Sector?  
a) Asset Liability Manpower    b) Asset Liability Management  
c) Asset Liability Maturity    d) Asset Liability Mismatch
48. Which of the following organization/agency is specifically set up to boost overall rural development in India?  
a) SEBI    b) SIDBI    c) EXIM    d) NABARD
49. Which of the following banks was not nationalized in 1969?  
a) Punjab National Bank    b) Bank of Baroda    c) Bank of Maharashtra    d) State Bank
50. Which of the following is introduced by banks to increase financial inclusion?  
a) Business Correspondent    b) Stimulate Package    c) Internet Banking    d) All of these

\*\*\*\*\*

**E- Commerce 41CT21**

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**SECTION – A**

**Choose the Best Answer:**

**(5 X 1 = 5)**

1. \_\_\_\_\_ is a standard set of rules to be followed by all computers wanting to talk to each other. **CO1**  
(a) Protocol (b) Pre-code (c) Domain (d) Programme
2. Live communication on the Internet can be done using **CO1**  
(a) E-mail (b) Newsgroups (c) IRC (d) TelNet
3. The process of copying file(s) from a remote computer on the internet to your computer is known as **CO1**  
(a) File using. (b) File uploading. (c) File downloading (d) File accessing
4. Which of the following describes e-commerce? **CO2**  
a) Doing business electronically b) Doing business c) Sale of goods d) All of the above
5. Commercial Transaction done through electronic media is called **CO2**  
a) E-Transfer b) E-Trade c) E- Transaction d) E- Tracking

**SECTION – B**

**Answer any FIVE Questions**

**(5 X 2 = 10)**

6. Explain the term Modem. **CO1**
7. Write a short note on WWW. **CO1**
8. What is known as Web page? **CO1**
9. What is meant by e-Commerce? **CO2**
10. Write short notes on “e-Business”. **CO2**
11. What is known as B2B? **CO2**
12. Write short notes on e-transaction. **CO2**

**SECTION – C**

**Answer any Three Question**

**(3 X 5 = 15)**

13. Explain the functionality of the Internet? **CO1**
14. Differentiate between Domain name and IP address. **CO1**
15. What are the differences between traditional commerce and e-commerce? **CO2**
16. What are the benefits of e-commerce? **CO2**
17. Write short notes on (a) B2B (b) C2C (c) B2G **CO2**

**SECTION – D**

**Answer any Two Question**

**(2 X 10 =20)**

18. What are the different types of domain names? Explain each with an example. **CO1**
19. What are the merits and demerits of e-commerce? **CO2**
20. What are the various applications available on WWW? **CO1**

\*\*\*\*\*

**SECTION – A**

**Choose the Best Answer:**

**(5 X 1 = 5)**

1. The among of Credit Sales is Ascertained By **CO2**
  - A) Preparing Total Debtors A/C
  - B) Preparing Trading A/C
  - C) Preparing Statement of Affairs
  - D) All of These
2. Single Entry Is Changed Into Double Entry System Through **CO2**
  - A) Balance Sheet Method
  - B) Statement of Affairs Method
  - C) Conversion Method
  - D) None of The Above
3. Cash Received From Debtors Needed For the Preparation of Cash Account Can Be Had From **CO2**
  - A) Total Debtors A/C
  - B) Balance Sheet
  - C) Analysis of Cash Book
  - D) Total Creditors A/C
4. Under debtors system branch account is a **CO3**
  - A) Real A/c
  - B) Personal A/c
  - C) Nominal A/c
  - D) Debtors A/c
5. Under debtor system Credit sales are **CO3**
  - A) Debited to the branch A/c
  - B) Credited to the branch A/c
  - C) Not shown anywhere in the branch A/c
  - D) none of the above

**SECTION – B**

**Answer any FIVE Questions**

**(5 X 2 = 10)**

6. State the limitation of single entry system. **CO2**
7. What are the features of single entry system? **CO2**
8. Define the Net worth method. **CO2**
9. What is meant by conversion method? **CO2**
10. Write a proforma of a Total debtors account. **CO3**
11. What do you understand by branch accounting? **CO3**
12. Define dependent branch. **CO3**

**SECTION – C**

**Answer any Three Question**

**(3 X 5 = 15)**

13. The following information relates to Madurai branch

Particulers	₹	₹
Opening stock		11200
Opening debtors		6300
Goods sent to branch		51000
<b>Expenses:</b>		
Rent	1500	
Advertisement	3000	
Petty	500	5000
Sales at branch		
Cash	2500	
Credit sales	39000	64000
Cash received from debtors		41200
Closing Stock		13600

Prepare Branch account for the year 2018

**CO3**

14. Pass journal entries for the following transactions in the books of HO

**CO3**

- i. Stock at branch opening ₹ 75000
- ii. Goods received by branch sent by HO ₹13,000
- iii. Cash remitted by Branch to HO ₹ 18,000
- iv. Cheque sent to branch for expenses ₹ 2,000

15. Capital on 1-4-2017 ₹ 50,000; Drawings at ₹ 1,000 per month at the beginning of every month. Interest on Capital at 12% p.a.; Interest on drawings at 6% p.a.; Capital on 31.3.2018 ₹ 80,000. Calculate the profit for the year 2017-18. **CO2**

16. Sri. Sakthi started business on 1-1-2017 with a capital of ₹ 50,000. Accounts were imperfectly maintained. However, he gives his position on 31-12-1017 as follows: Creditors ₹25,000; Bank loan ₹ 75,000; Machinery ₹ 80,000; Stock ₹ 30,000, Debtors ₹ 20,000 and cash ₹ 5,000. His drawings were at the rate of ₹ 3,000 per month. An amount of ₹ 11,000 has been contributed as additional capital during 2017. Ascertain Profit for 2017. **CO2**

17. Purchases ₹ 20,000; Sales ₹ 30,000; closing stock ₹ 2,000; wages ₹ 500. Indirect expenses ₹ 700. Rate of Gross profit on cost price is at 50%. Calculate stock at the beginning. **CO2**

**SECTION – D**

**Answer any Two Question** **(2 X 10 =20)**  
 18. The position of Vijay business as on 1<sup>st</sup> January 2018 was as under: Sundry creditors ₹ 1,70,000; Freehold premises ₹ 5,00,000; stock ₹ 2,50,00; Sundry debtors ₹ 2,00,000; Furniture ₹ 20,000.  
 an abstract of the cash book is appended below;

Particulars	₹	Particulars	₹
Sundry debtors	1,50,000	Overdraft	1,00,000
Cash sales	8,00,000	Expenses	5,00,000
		Drawings	30,000
		Sundry creditors	2,00,000
		Cash in Hand	20,000
		Cash at bank	1,00,000
	9,50,000		9,50,000

The following additional information is available: closing stock ₹ 3,00,000; closing debtors ₹ 2,50,000; closing creditors ₹ 1,20,000; No additions were made during the year to premises and furniture but they are to be depreciated @ 10% and 15% respectively. A bad debts provision of 2.5% is to be raised.  
 Prepare a Trading and Profit and loss account for the year ended 31<sup>st</sup> December, 2018 and a Balance sheet as on that date. **CO2**

19. Explain the difference between the single entry system and double entry system. **CO2**

20. A head office invoice goods to its branch at cost price. The branch is permitted to incur petty expenses and maintain petty cash balance of ₹ 1,000 on the fixed system. It is also permitted to buy furniture of the value of ₹ 2,000.

	₹		₹
Opening stock	41,000	Cash purchase by the branch	12,500
Opening debtors	12,500	Payment to Creditors	45,000
Opening petty cash	1,000	Closing creditors	27,500
Opening creditors	10,000	Rent (1.4.2018)	1,200
Rent upto 31.3.2017	250	Salaries	6,000
Goods sent to branch	75,000	Insurance paid upto 31.3.18	750
Credit sales	40,000	Furniture	2,000
Cash received from debtors	45,000	Petty expenses	250
Cash sales	75,000	Closing stock	1,00,000
Allowances	50	Discount	100
Bad debts	150		

Prepare Branch account in the books of Head Office at end year 31.3.2017. **CO3**



**FINANCIAL MANAGEMENT (41CT23)**

**SECTION – A**

**Answer All Questions:**

**(5 × 1 = 5)**

1. Which of the following is not function of Financial Management? **Co1**  
a) Planning for funds b) Raising of funds c) Allocation of funds d) All of these
2. Which of the following limitation is limitation of profit maximization objective? **Co1**  
a) Financial Management ignores time value of money  
b) Financial Management overlooks quality aspect of profit from future activities  
c) Ignores social responsibility of business d) All of these
3. Which sources is not short term sources of working capital? **Co1**  
a) Trade Credit b) Credit Papers c) Bank Credit d) Loans
4. The concept of cost of capital is very important from which points of view? **Co3**  
a) Capital expenditure decisions b) Capital structure decisions  
c) Make or buy decisions d) Both (A) and (B)
5. Rama Ltd. Wishes to issue 1000, 7% debentures of Rs.100 each at for which the expenses of issue would be Rs.5 per debenture. Find out the cost of debenture. **Co3**  
a) 7.54% b) 7.49% c) 7.37% d) 7.40%

**SECTION – B**

**Answer all questions:**

**(5 × 2 = 10)**

6. What is financial management? **Co1**
7. What is debenture? **Co1**
8. What is cost of capital? **Co3**
9. State the purposes served by short term finance. **Co1**
10. Define marginal cost. **Co3**
11. Mention the components of cost of capital? **Co3**
12. What do you understand by future cost? **Co3**

**SECTION – C**

**Answer ALL Questions:**

**(3 × 5 = 15)**

13. Describe the objectives of financial management. **Co1**
14. Discuss the significance of financial management. **Co1**
15. Explain the significance of cost of capital. **Co3**
16. Vicram Ltd, issued Rs.300000. 8% Debentures at a premium of 10%. The flotation costs are 2%. The tax rate is 50%. You are required to ascertain cost of debt before tax and after tax. **Co3**
17. KKL Ltd. issued 10%. Debentures of Rs.500000 and realised Rs.485000 after allowing 3% commission to brokers. The debentures are due for maturity at the end of the 10<sup>th</sup> year. You are required to calculate the effective cost of debt before tax. **Co3**

**SECTION – D**

**Answer Any THREE Questions:**

**(2 × 10 = 20)**

18. Kinley Ltd. issued 50000 10% debentures of Rs.100 each, redeemable in 10 years' time at 10% premium. The cost of issue was 2.5%. The company's income tax rate is 35%.  
Determine the cost of debt (before as well as after tax) if they were issued (a) at par: (b) at a premium of 5% and (c) at a discount of 10%. **Co3**
19. Sakthi Ltd. issued 20000 8% debentures of Rs.100 each on 1<sup>st</sup> April 2009. The cost of issue was Rs.50000. The company's tax rate is 35%. Determine the cost of debentures (before as well as after tax) if they were issued, a) at par b) at a premium of 10% and c) at a discount of 10%. **Co3**
20. Discuss the various sources of Long-term Finance. **Co1**

**Department of Commerce**  
**Vivekananda College**  
**Tiruvadakam West**  
**Date: 08-01.2019**

**II.M.Com.**  
**Financial Markets and Services**  
**Code: 41CT41**

**Time : 2Hrs**  
**Marks : 50**  
**IV SEM: I Test**

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**SECTION: A**                      **ANSWER ALL QUESTIONS**                      **(5x1=5)**

1. Government Bond is a:  
(a) Short-term security                      (b) Long-term security  
(c) Medium-term security                      (d) Either short-term or long-term security.
2. The certificate which evidences an unsecured corporate debt of short-term maturity is:  
(a) Short-term loan certificate                      (b) Certificate of deposit  
(c) Inter-bank participation certificate                      (d) Commercial paper
3. The process of holding the entire supply of a particular security with a view to dictating terms is called:  
(a) Wash sales                      (b) Arbitrage                      (c) Rigging the market                      (d) Cornering.
4. Regarding bad delivery of shares, the authority to be approached for redressal is  
(a) SEBI                      (b) Registrar to the issue  
(c) Stock Exchange                      (d) Company Law Board/ Dept. of Company Affairs
5. Adhoc treasury bills are always issued in favors of  
(a) LIC                      (b) UTI                      (c) RBI                      (d) Corporates

**SECTION: B**                      **ANSWER ANY FIVE QUESTIONS**                      **(5x2=10)**

6. What is financial system?
7. What is a money market?
8. What is meant by STRIPS?
9. Mention any two functions of a forex market
10. Mention any three objectives of NSE.
11. Who are the participants in OTCEI market.
12. State the objectives of SEBI.

**SECTION: C**                      **ANSWER ANY THREE QUESTIONS**                      **(3x5=15)**

13. Explain the functions of a financial system.
14. What are financial instruments? What are their characteristic features?
15. Classify financial assets and bring out their features.
16. Distinguish between a capital market and a money market.
17. What is listing of securities? State its advantages.

**SECTION-D**                      **ANSWER ANY TWO QUESTIONS**                      **(2x10=20)**

18. Explain the features (deficiencies) of Indian money market.
19. Enumerate the various functions of a stock exchange.
20. Examine the various steps involved in the method of trading in a stock exchange.

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**APPLIED COST ACCOUNTING - 41CT42**

**SECTION A**

**Answer All Questions**

**5X1 = 5 Marks**

**Multiple Choice Questions:**

1. Job costing is the most suitable method of
  - a) Oil processing units
  - b) Transport companies
  - c) Sugar industry
  - d) Repair shops
2. Overheads consist of all the following except:
  - a) Indirect materials
  - b) Factory utilities
  - c) Direct Labour
  - d) Indirect Labour
3. Which of the following is not a component of prime cost:
  - a) Direct materials
  - b) Direct labour
  - c) Direct expenses
  - d) overhead
4. Batch costing is useful to determine
  - a) Maximum quantity of output
  - b) Minimum quantity of output
  - c) Economic batch quantity
  - d) Economic Ordering Quantity
5. Unit Costing is also called
  - a) Process costing
  - b) Job costing
  - c) Multiple costing
  - d) Single or output costing

**SECTION B**

**Answer any Five Questions**

**5x2=10 Marks**

6. What is unit cost?
7. What is job costing?
8. What is EBQ?
9. What are "elements of cost"?
10. What are Direct Material?
11. What do you understand by 'Overhead'?
12. What is direct cost?

**SECTION C**

**Answer any Three Questions**

**3x5=15 Marks**

13. Explain the steps to be taken for the installation of a costing system.
14. The information given below has been taken from the costing regards of an engineering works in respect of job number 303.

Materials Rs. 4,010

**Wages:**

- Dept. A - 60 hours at Rs. 3 per hour
- Dept. B - 40 hours at Rs. 2 per hour
- Dept. C – 20 hours at Rs. 5 per hour

Overhead expenses for these three departments were estimated as follows:

**Variable overheads:**

- Dept. A – Rs. 5,000 for 5,000 labour hours
- Dept. B – Rs. 3,000 for 1,500 labour hours
- Dept. C – Rs.2,000 for 500 labour hours

**Fixed overheads:**

Estimated at Rs. 20,000 for 10,000 normal working hours.

You are required to calculate the cost of job 303 and calculate the price to give a profit of 25% on selling price.

15. Calculate the economic batch quantity for a product using batch costing from the following details:

Annual demand for the product	=	2,000 units
Set up cost per batch	=	Rs.10
Cost of carrying inventory per unit	=	Re.1

16. The following data is available in respect of Job No.876:

Direct Materials ; Rs.17,000; Wages 160 hours at Rs. 50 per hour. Variable over heads incurred for all job Rs.80,000 for 2000 Labour hours. Fixed overheads are absorbed at Rs.20 per hour:

Find the profit or loss from the job if the job is billed for Rs.40,000.

17. Ramola Products Ltd., products Tin sheets for industrial use, all of standards size and shape.

For the quarter ended 30<sup>th</sup> Sept. 2017 the following figures are available:

	Rs.
Stock of materials on 1.7.2017	55,000
Stock of materials on 30.09.2017	35,000
Factory wages	8,30,000
Materials purchased	6,15,000
Sales	18,00,000
Indirect expenses	1,30,000
Finished stock on 1.7.2017	Nil
Finished stock on 30.9.2017	200 units

Number of Tin sheets manufactured during the quarter was 2,000. Prepare a statement showing cost per sheet, total cost and profit for the period.

### SECTION D

**Answer any Two Questions**

**2x10= 20 Marks**

18. Following information relate to the manufacturing of a component X – 101 in a cost center:

Cost of materials	6 paise per component
Operator's wages	72 paise an hour
Machine hour rate	Rs.1.50
Setting up time of the machine	2 hours and 20 minutes
Manufacturing time	10 minutes per component

Prepare cost sheets showing both products and setting-up costs, total and per unit when a batch consists of: a) 10 components b) 100 components and c) 1,000 components

19. The following information for the year ended December 31, 2016 is obtained from the books and records of a factory.

	Completed Jobs	Work-in-progress
	Rs.	Rs.
Raw materials supplied from stores	90,000	30,000
Wages	1,00,000	40,000
Chargeable expenses	10,000	4,000
Materials transferred to work-in-progress	2,000	2,000
Materials returned to stores	2,000	-

Factory overhead is 80% of wages and office overhead is 25% of the factory cost.

The value of executed contracts during 2017 was Rs. 4,10,000. Prepare a Consolidated Completed Job Account and b) consolidated Work-in-Progress Account.

20. A radio manufacturer makes 2 models-3 band set and two in one. From following particulars, prepare a statement showing cost and profit per model per unit sold. There are no opening or closing stocks.

	3 Band	Two in one
	Rs.	Rs.
Material	27,300	1,08,680
Labour	15,600	62,920

Works overhead is charged at 80% on labour and office overhead is taken at 15% on works cost. The selling price of both models is Rs.1,000. 78 three band sets and 286 two in one models were sold.

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**Investment Management (41CT44)**

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**Section A**

**Answer All the questions:**

**(5 x 1 = 5 Marks)**

1. ----- is the short term buying and selling of securities or assets to make profit through price changes.
  - a) Speculation
  - b) Gambling
  - c) Investment
  - d) Arbitrage
2. ----- is a long term commitment of funds to make additional income.
  - a) Speculation
  - b) Gambling
  - c) Investment
  - d) Arbitrage
3. Which one of the following is a non-security form of investment?
  - a) Real Estate
  - b) Art and Antiques
  - c) Commodities
  - d) All the above
4. ----- deals with those securities which are issued to the public for the first time.
  - a) New Issue Market
  - b) Stock Exchange
  - c) Commodity Exchange
  - d) Forex Market
5. ----- is not a function of New Issue Market.
  - a) Origination
  - b) Underwriting
  - c) Distribution
  - d) Listing

**Section B**

**Answer any Five questions:**

**(5 x 2 = 10 Marks)**

6. What is Economic Investment?
7. What is Financial Investment?
8. State the meaning of Speculation.
9. How does Gambling differ from Investment?
10. What do you mean by New Issue Market?
11. What is 'Underwriting'?
12. What is Credit Rating?

**Section C**

**Answer any Three questions:**

**(3 x 5 = 15 Marks)**

13. Differentiate Investment and Speculation.
14. What are the salient features of a good investment programme?
15. Explain the importance of investment.
16. What are the functions of New Issue Market?
17. State the merits and demerits of Credit Rating.

**Section D**

**Answer any Two questions:**

**(2 x 10 = 20 Marks)**

18. Discuss the various stages of Investment Process with an example.
19. Examine the various investment media available to an investor.
20. Discuss the functions of Credit Rating.

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COMMERCE FOR COMPETITIVE EXAMINATION (41EP2A)

- 
1.  $339.001+9.62+0.02+0.132+187=?$   
a) 525.773                      b) 535.723                      c) 535.773                      d) None
  2.  $8692-4739-79=?$   
a) 3874                              b) 3844                              c) 3877                              d) None
  3.  $123*11=?$   
a) 1353                              b) 1354                              c) 1453                              d) None
  4. The L.C.M. of 87 and 145 is  
a) 870                                b) 1305                                c) 435                                d) None
  5. L.C.M of  $2/5, 3/7$  is  
a)  $6/5$                                 b)  $1/6$                                 c) 6                                    d) None
  6. L.C.M. of  $5^{-2}$  and  $5^{-4}$  is:  
a)  $5^{-4}$                                 b)  $5^{-2}$                                 c)  $5^{-6}$                                 d) None
  7. The H.C.F of 2923 and 3239 .  
a) 37                                    b) 73                                    c) 79                                    d) None
  8. Find the H.C.F. of  $2^3*3^2*5*7^4$ ,  $2^2*3^5*5^2*7^3$ ,  $2^3*5^3*7^2$ .  
a) 960                                b) 970                                c) 980                                d) None
  9. Find the H.C.F of  $2/3, 8/9, 16/81$  and  $10/27$   
a)  $3/81$                                 b)  $2/81$                                 c)  $2/80$                                 d) None
  10. The H.C.F. of 1.75, 5.6 and 7 is:  
a) 0.07                                b) 0.7                                    c) 35                                    d) None
  11. The H.C.F. of  $6^3, 6^9, 6^{10}, 6^{11}$  is  
a)  $6^{11}$                                 b)  $6^{10}$                                 c)  $6^8$                                     d) None
  12. Arrange the fractions  $5/8, 7/12, 13/16, 16/29$  and  $3/4$  in ascending order of magnitude  
a)  $5/8, 3/4, 7/12, 13/16, 16/29$     b)  $16/29, 7/12, 5/8, 3/4, 13/16$ ,    c)  $16/29, 5/8, 7/12, 13/16$ ,    d) None
  13.  $5.064+3.98+.7036+7.6+.3+2$   
a) 19.6476                              b) 19.6576                              c) 1.6555                              d) None
  14. Which of the following are in descending order in their value?  
a)  $11/17, 5/9, 7/11, 8/15$ ,    b)  $5/9, 7/11, 8/15, 11/17$     c)  $11/17, 7/11, 5/9, 8/15$     d) None
  15.  $\sqrt{21025}=?$   
a) 144                                    b) 145                                    c) 146                                    d) None
  16.  $\sqrt{7225}=?$   
a) 85                                    b) 86                                    c) 87                                    d) None
  17.  $170/\sqrt{289} * 1/100=?$   
a) 10                                    b) 0.01                                    c) 0.1                                    d) None
  18.  $\sqrt{36} + \sqrt{16}=?$   
a) 22                                    b) 40                                    c) 10                                    d) None
  19.  $\sqrt{169} / 2 * 39 / \sqrt{196} * 14 / 169=?$   
a) 13                                    b) 19.5                                    c) 1.5                                    d) None
  20.  $\sqrt{x} / 23 = 27/23$  then  $x=?$   
a) 27                                    b) 729                                    c) 579                                    d) None
  21. Find the average of all prime numbers between 30 and 50  
a) 39.8                                    b) 40.1                                    c) 40.5                                    d) None
  22. Find the odd man out: 3, 5, 7, 12, 17, 19  
a) 19                                    b) 17                                    c) 12                                    d) None
  23. If the marks obtained by Mohan in history, Sanskrit, English are 62, 73 and 63 respectively, then his average score is  
a) 73                                    b) 66.2                                    c) 68                                    d) None
  24. Divide Rs.2324 among A, B, C in the ratio 70:56:40  
a) 980:784:560                              b) 490:280:392                              c) 392:490:280                              d) None
  25. Divide Rs.672 in the ratio 5: 3  
a) 255:255                                b) 253 :392                                c) 420:252                                d) None

**ENTREPRENEURIAL DEVELOPMENT 41EP4A**

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**SECTION: A**

**ANSWER ALL QUESTIONS**

**(5x1=5)**

1. The most important function of an entrepreneur is \_\_\_\_\_  
(a) Risk assumption function (b) Managerial function (c) Function of innovation (d) Decision making function.
2. When an enterprise is launched by married couple, they are called  
(a) Netpreneurs (b) Copreneurs (c) Intrapreneurs (d) Couple-preneurs
3. Teachers who make innovations in curriculum by designing new courses are called \_\_\_\_\_  
(a) Educational entrepreneurs (b) Cognitive entrepreneurs  
(c) Empirical entrepreneurs (d) Academic entrepreneurs
4. Entrepreneurship refers to \_\_\_\_\_  
(a) Person (b) Function (c) Both person and function (d) Technology
5. The most important function of an entrepreneur is \_\_\_\_\_  
(a) Managerial Function (b) Decision-making Functions  
(c) Risk Assumption Functions (d) Function of Innovation

**SECTION: B**

**ANSWER ANY FIVE QUESTIONS**

**(5x2=10)**

6. Define the term entrepreneur.
7. Who is an Intrapreneur?
8. What is frugal innovation?
9. Who is a Cognitive entrepreneur?
10. Distinguish between 'entrepreneur' and ' Intrapreneur '.
11. Define Entrepreneurship
12. Give any three entrepreneurship institutions.

**SECTION: C**

**ANSWER ANY THREE QUESTIONS**

**(3x5=15)**

13. Describe the main functions of an entrepreneur.
14. Classify the innovation in an entrepreneur.
15. Distinguishing between entrepreneur and manager.
16. What are the differences between an 'Entrepreneur' and 'Intrapreneur'?
17. Discuss the factors to become entrepreneur.

**SECTION: D**

**ANSWER ANY TWO QUESTIONS**

**(2x10=20)**

18. Bringout the characteristics of an entrepreneur.
19. Explain the different types of entrepreneurs.
20. Discuss the role of entrepreneurs in me economic development of a country.

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