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		a) _	80				b) 84	4			l
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	4.	In proc	cess cos	sting wh	at are ec	quivalent	units?				r
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	5.				n is descr		•			(*)	9
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	6.	a) The	of the	followi	nat cann		whereb	v factor	v overhead	ds can be charged	
	0.		produc		ng is noi	a mean		y lactor	y overnead	as can be enarged	
			ect labo					b) O	vertime ra	te	
22				our rate	1.200 	-			anket rate		
	7.					epreciatio	n of a bu	•		everal department	:
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		-			A 1.8 . 8	×		b) D	irect expe		
		a) Indi	rect ex	nenses				010		1969	

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	8.	Salary of a foreman should be classified as a		
		a) Fixed overhead	h) Variable event of l	
		c) Semi fixed or semi variable overhead	b) Variable overheads	
	9.	Activity Based Costing is a	d) Fluctuating overhead	Ļ
		a) Method of costing		
		c) Technique of costing	b) Method of allocation	
	10.	Cost driver for customen and	d) process of costing	
	-0.	Cost driver for customer order processing is		
		a)Order value	b) Inspection plans	
		c) Engineering changes	d) Training requirement	
	11.	Cost driver for personnel activities is		
		a) Inspection plans	b) Purchase orders	
		c) Turnover	d) Recruitment activity	
	12.	Testing of product is a	ay neer diament activity	
	i	a) Batch level activity	b) Unit loval activity	
		c) Facility level activity	b) Unit level activity	
2. Ex	plain	the terms (any 5 out of 8):	d) Product line activity	
1. Ab	normal	Loss	1	0 marks
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Equ	uivalent	Units	-	
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4. Cost Centre

5. Classification of overheads

6. Variable Cost

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7. Primary Distribution and Secondary Distribution of Overheads

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8. Cost Drivers

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Following are the details of Process Y for the month of October 2022. Opening WIP-(1000 Units) on 01-10-2022: Degree of completion of Opening: Material Rs.12,000 (100%), Labour Rs.7,200(50%), Overheads Rs.16,000 (50%) Units Introduced at the beginning of the month: 39,000 Units of raw material Rs.4,65,500 Labour cost: Rs.1,80,000 Overheads: Rs.2,64,800 Units transferred to next process: 36,400 Units Closing stock (WIP) at the end of month: 800 Units Degree of completion of closing WIP : Material (100%), Labour (50%), Overheads (50%) Normal Loss estimated is 5% of input. Actual scrapped 2,800 units realised at Rs.2.50 each Units Scrapped (Degree of completion: Material (100%), Labour (80%), Overheads (80%) Prepare: (by following average method) a) Statement of Equivalent Production b) Statement of Cost The following data were obtained from the books of SK Ltd for the year 2021-22. Particulars Production Department Service Department Department Direct wages Rs 14,000 12,000 10,000 2,000 2,000 Uniter to Material Rs 6,000 5,000 4,000 3,000 2,000		• • •						
20 mail Discuss different stages in the Activity-Based Costing. Following are the details of Process Y for the month of October 2022. Opening WIP-(1000 Units) on 01-10-2022: Degree of completion of Opening: Material Rs.12,000 (100%), Labour Rs.7,200(50%), Overheads Rs.16,000 (50%) Units Introduced at the beginning of the month: 39,000 Units of raw material Rs.4,65,500 Labour cost: Rs.1,80,000 Overheads: Rs.2,64,800 Units Introduced at the beginning of the month: 39,000 Units of raw material Rs.4,65,500 Labour cost: Rs.1,80,000 Overheads: Rs.2,64,800 Units transferred to next process: 36,400 Units Closing stock (WIP) at the end of month: 800 Units Degree of completion of closing WIP : Material (100%), Labour (50%), Overheads (50%) Normal Loss estimated is 5% of input. Actual scrapped 2,800 units realised at Rs.2.50 each Units Scrapped (Degree of completion: Material (100%), Labour (80%), Overheads (80%) Prepare: (by following average method) a) Statement of Equivalent Production b) Statement of Cost The following data were obtained from the books of SK Ltd for the year 2021-22. Particulars Production Department Department Department Direct wages Rs 14,000 12,000 10000 2,000					,	<i>.</i>		
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A B C X Y Direct wages Rs 14,000 12,000 10,000 2,000 2,000 direct Material Rs 6,000 5,000 4,000 3,000 2,000		Particulars		Production	Danamm-	n •		
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direct Material Rs 6,000 5,000 4,000 2,000 2,000 Employees No. 6,000 5,000 4,000 3,000 2,000	e 11	Direct wages	Rs	the state of the s				Y
Employees 0,000 5,000 4,000 3,000 2,000							1 11 11 11	2,000
	9	Employees	Nos.		5,000	4,000	3,000	2,000

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				Department	
	A	В	С	X	Y
Rs	14,000	12,000	10,000		2,000
Rs	6,000				2,000
Nos.	A CONTRACTOR OF			3,000	2,000
			300	100	100
	16,000	12,000	12,000	4,000	3,000
	20	30	30	10	10
Rs.	1,00,000	60.000	20.000		
Sq			20,000	20,000	2,0000
metres	1,600	1,200	1,200	400	400
	Nos. KwH Nos. Rs. Sq	Rs 14,000 Rs 6,000 Nos. 400 KwH 16,000 Nos. 20 Rs. 1,00,000 Sq 1	Rs 14,000 12,000 Rs 6,000 5,000 Nos. 400 300 KwH 16,000 12,000 Nos. 20 30 Rs. 1,00,000 60,000 Sq matrice 1	Rs 14,000 12,000 10,000 Rs 6,000 5,000 4,000 Nos. 400 300 300 KwH 16,000 12,000 12,000 Nos. 20 30 30 Rs. 1,00,000 60,000 20,000 Sq 14,000 14,000 12,000	A B C X Rs 14,000 12,000 10,000 2,000 Rs 6,000 5,000 4,000 3,000 Nos. 400 300 300 100 KwH 16,000 12,000 12,000 4,000 Nos. 20 30 300 100 Ks. 1,00,000 60,000 20,000 20,000 Sq 1600 4,000 1000 100

The expenses for the year are:

<u></u>	Particulars		
Stores Overheads			Rs
Motive Power			800
Electric Light			3,000
Labour Welfare			. 400
Depreciation			6,000
		11	12,000

Same Pro

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Repairs and maintenance	2,400
Rent and Taxes	1,200

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You are required to prepare Primary Overhead Distribution for the departments showing clearly the basis of apportionment.

Write your answers of Q:3 here:

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		Class: M.Com	CLASS TEST n.: Part II – Semester III	
		Sub: ADAVNCED	FINANCIAL ACCOUNTING	
	Date	: Max	Marks: 40	Time: 90 minutes
Supervisor Sign& Date		Seat	No. in Figures	
122		in wo	ords	
Marks in F	igures	Q:1 Q:2 Q:3 Total in Words	Sign of the Examiner	24
nstructio	ns: (1) All questions are compulsory.		
		(2) Figures to the right indicate full marks.		
		3) Question No.1 and 2 to be solved on th		
Q:1		ltiple Choice Questions (Any 10 out of		narks
Q.I A	1.		sed in presenting the financial	
	1.	a) Final	b) Average	
		c) Reporting	d) Nominal	n
	2.	The balance in exchange difference on	-	transferred to
	- ,	The balance in exchange afference of	indisaction of export sure is	
		a) Sales Account	b) Trading Account	
٢		c) Profit & Loss Account	d) Debtors Account	
	3.	Cost of tangible asset is translated at the		· · · · ·
		a) Purchase	b) Sales	
		c) Settlement	d) Agreement	
	4.	In case of Co-operative Societies, Conti		wn .
		a) under Current Liabilities	b) under Secured Loans	
		c) as a foot note to Balance Sheet	d) under Current Assets	8.38
	5.	In case of Co-operative Societies, Share		340
		a) Shown under Intangible Assets	b) Shown under Tangible	
		c) Credited to Profit & Loss A/c	d) Debited to Profit & Lo	ss A/c
	6.	The object of is to provide	to its members dwelling he	ouses or flats
		acquired by its members with common		
		a) Housing Society	b) Resource Society	1) 11
		c) Central Society	d) Consumer Society	
	7.	A foreign operation the activities of y	which are an integral part of	those of the
<u>.</u>		reporting enterprise is called as	_:	
		a) Standard Foreign Operations	b) Integral Foreign Oper	
2		c) Inter Foreign Operations	d) Active Foreign Operat	
	8.	In case of Foreign Currency transaction	ns, Opening Inventory should	be translated
		at	592	10.
Ū.		ur <u> </u>		
Ē		a) Average rate	 b) Opening rate d) Retail rate 	а 1. L

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9.	In case of Foreign G		a).	1.1.1.1	8
	In case of Foreign Currency trans	actions, Trade Exr	enses chant	h	
	a) Average rate	Sa Sant	STICES STICULD	be translated	at
	c) Opening rate	b) Nomir	al rate		
10.	is a society - 1 · · ·	d) Closing	grate		
	among the members thereof. a) Resource Society	the object of produ	iction and die	moral - f	
	a) Resource Society			posal of good	s _
	C) Federal Society	b) Produc	er's Society		
11.	In case of Co-operative Societies, S under	d) Counte	r Society		
	under	special Development	nt Fund shoul	d be dient	
		16 N	Shoul	d be disclosed	
	c) Secured Loans	b) Reserve	Funds and Ot	her Funda	
12.	Balance Sheet and Profit & Loss A/c in form	d) Unsecur	ed Loans	mer runus	
	in form	of a Co-operative	Society shoul	d be proposed	
			,	a oc prepared	<u> </u>
	c) T	b) A			
T		, d) B			L
Explain th	e terms (any 5 out of 8):				
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Non-Monetary Items				
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Foreign Currency Transaction				
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Auditor (Rule 69) 8.

Q:3

Answer the following (Any 2 out of 3):

1. Non-Integral Foreign Operations.

20 marks

From the following Trial Balance of Abhinav Co-operative Purchase and Sales Scoiety Ltd as on 31st 2. March 2022. You are required to prepare Trading and Profit and Loss Account for the year ended 31st March 2022 after considering the adjustments given thereafter.

As on 31 st March 202 Share Carity I		
Share Capital	Debit (Rs.)	Credit (Rs.)
Reserve Fund	•	6,72,000
Creditors		1,20,000
Profit and Loss A/c (01.04.2021)	-	80,000
Opening Stock	-	3,52,000
Furniture and Equipments	7,84,000	5,52,000
Container Deposit	2,48,000	-
Salaries	64,000	-
Sundry Debtors	6,00,000	-
Commission	1,20,000	-
Rent and Taxes	1,76,000	-
Travelling Expenses		-
Printing and Stationery	1,20,000	-
Admission Fees	52,000	-
Purchases	28,000	· · ·
	-	4,000
Freight Charges	1,26,80,000	-
Investment	3,20,000	-
Sales	4,80,000	_
Bank Balance	-	1,52,40,000
Development Fund	8,12,000	-,, .0,000
		16,000
djustments:	1,64,84,000	1,64,84,000

Trial Balance As on 31st Man

1. Closing Stock is valued at Rs 8,80,000.

2. Outstanding Rent Rs 8,000 and Commission Payable Rs 40,000.

3. Rs 16,000 Salary was paid as advance as on 31.03.2022.

4. Accrued Income on Investment Rs 40,000.

5. Provide 10% Depreciation on Furniture and Equipemnts.

8. Auditor (Rule 69)	21 Mass
Answer the follow	

Answer the following (Any 2 out of 3): 1.

20 marks

- Non-Integral Foreign Operations.
- From the following Trial Balance of Abhinav Co-operative Purchase and Sales Scoiety Ltd as on 31st 2. March 2022. You are required to prepare Trading and Profit and Loss Account for the year ended 31st March 2022 after considering the adjustments given thereafter.

As on 31 st March Particulars		
Share Capital	Debit (Rs.)	Credit (Rs.)
Reserve Fund	-	6,72,000
Creditors		1,20,000
Profit and Loss A/c (01.04.2021)	-	80,00(
Opening Stock	-	3,52,000
Furniture and Equipments	7,84,000	5,52,000
Container Deposit	2,48,000	•
Salaries	64,000	-
Sundry Debtors	6,00,000	-
Commission	1,20,000	-
Rent and Taxes	1,76,000	
Travelling Expenses	1,20,000	-
Printing and Stationery	52,000	-
Admission Fees	28,000	-
Purchases		-
Freight Charges		4,000
nvestment	3,20,000	-
ales	4,80,000	-
ank Balance	1,00,000	1 50 10 11
Development Fund	8,12,000	1,52,40,000
	0,12,000	
justments:	164.94.000	16,000
1 Closing Country	1,64,84,000	1,64,84,000

Trial Balance

A

- 1. Closing Stock is valued at Rs 8,80,000.
- 2. Outstanding Rent Rs 8,000 and Commission Payable Rs 40,000.
- 3. Rs 16,000 Salary was paid as advance as on 31.03.2022.
- 4. Accrued Income on Investment Rs 40,000.
- 5. Provide 10% Depreciation on Furniture and Equipemnts.

3. LNG Ltd is a Head Office in Mumbai, having a Branch WAR Ltd in New York, USA. The Trial Balance of the Branch as on 31st March, 2022 was as below-

Particulars	Debit \$	Credit \$
Head Office Account	-	17,000
Sales	-	1,22,000
Goods from Head Office	88,000	· · · ·
Stock on 1 st April 2021	17,000	-
Furniture	18,000	· · · -
Cash in Hand	500	-
Bank Balance	2,500	-
Salaries	5,600	-
Rent	2,400	-
Insurance	300	-
Outstanding Expenses		1,600
Sundry Debtors	6,300	-
	1,40,600	1,40,600

Additional Information:-

a) The branch account in the books of head office shows debit balance Rs. 11,65,400 and goods sent to-branch account shows credit balance Rs 68,25,000.

- b) The exchange rates were on:
 - 31^{st} March 2022 \$ 1 = Rs 78
 - 01^{st} April 2021 \$ 1 = Rs 74
 - Average rate was 1 = Rs 76 and for furniture it was 1 = Rs 58.

Write your answers of Q:3 here:

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alk.	party.	F COMMERCE, VILE PARLE (EAST), MU	
		CLASS TEST	
	Class: M	.Com.: Part II – Semester III	
		Sub: Direct Taxation	
	and the second		ime: 90
Supervisor Sign& Date		Seat No. in Figures	
		n words	
Marks in Fi	ures in Words Q:1 Q:2 Q:3 Total	Sign of the Examiner	
Instruction	: (1) All questions are compulsory.		
	(2) Figures to the right indicate full mo	arks	
	(3) Question No.1 and 2 to be solved of		
Q:1 A.			_
Q.1 A.1	1ultiple Choice Questions (Any 10 out o Residential status is to be determined f	11 12): 10 n	narks
1.	a) Previous Year		
		b) Assessment Year	
2.	c) Accounting Year The fund which is set up and a days in the	d) Calendar Year	
۷.	employees	ered by the Government for Government	
	employees		
1	a) Statutory Provident Fund	b) Recognised Provident Fund	
3.	c) Unrecognised Provident Fund	d) Derecognised Provident Fund	
٦.	Entertainment Allowance is deductible		
	a) Government Employee	b) Private Company Employee	
4.	c) Both the above	d) None of the above	
4.	business?	le expenditure while computing income	from
	a) GST		
	c) Wealth Tax	b) Income Tax	
5.		d) All of the above	
Э.	house property shall be tayable up day if	sublets the same to Mahi. Income from su	ch
	house property shall be taxable under the a) Income from Other Sources		
	c) Business Income	b) Income from House Property	
6.		d) Salary Income	
0.	Share of profit received by partner from		
	a) Exempt Income	b) Income from other sources	
7.	c) Business Income	d) Salary Income	
/.	Capital gains arises from the transfer of		
	a) Any asset	b) Any fixed asset	
8.	c) Any intangible asset	d) Any capital asset	
ο.	Salary received by a Manager of Agricu		
	a) Fully exempt	b) Partly exempt	
9.	c) Partly taxable	d) Fully taxable	
9.	a) 2 years often that it is in the asse	ssee should purchase residential property	
	a) 2 years after the date of transfer	b) 3 years after the date of transfer	
	c)1 year before and 3years	d) 1 year before and 2 years	Į
	after the date of transfer	after the date of transfer	

10.	Ms. Vidya received family pension of for deduction of	of Rs 81,000 during PY 2021-22. She is eligi	ble
	a) NIL	b) Rs 8,100	
	c) Rs 27,000	d) Rs 15,000	
11.	Income includes	u) its 15,000	
	a) Dividend	b) Voluntary Contribution	
	c) Capital Gains	d) All of the above	L_
12.	The Income Tax Act extends to		
	a) States	b) Union Territories	
	c) Citizens		L
Explai What i	in the terms (any 5 out of 8): s Gratuity? Explain the taxability for a	n employee not covered by Payment of Grati	10 marks uity Act
		· · · · · · · · · · · · · · · · · · ·	
		1	
State th	ne residential status of a Company		
	and the second		
	in with the set		

4. Elaborate on taxability of foreign income received by an individual with respect to Scope of Income

14.1

15

5. Explain the concept of Person as per Income Tax Act, 1961

6. What do you mean by Self Occupied Property and Let Out Property?

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7. List down any 4 allowable expenditures for computation of Income from Business / Profession.

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8. What do you mean by Cost Inflation Index (CII)?

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a contractor de la contra	· · · · · · · · · · · · · · · · · · ·

Q:3 Answer the following (Any 2 out of 3):

20 marks

- Mr. Joey, a citizen of USA came to India for the first time on his appointment as a Manager of Thomas Cook & Co. on 1st April 2017. On 1st February 2018, he was transferred to Singapore for 3 years. He comes back to India on 2nd February 2021 and joins his original firm. Since then, he is in India. Determine his residential status for AY 2022-23.
- 2. Mr. Ranbir purchased a house property for Rs 250000 on 6th July 2000. He made addition to the house property by constructing a first floor during the financial year 2008-09 spending Rs 200000. He sold the entire property on 10th June 2021 for Rs 9000000. He paid brokerage @1% on the sale value. The fair market value of the property on 1st April 2001 was Rs 350000. The cost inflation index for the financial year 2001-02 is 100 and for the financial year 2008-09 is 137. Compute the capital gain of Mr. Ranbir chargeable to tax for Assessment Year 2022-23.
- 3. Calculate Income from Other Sources of Mr. Nair:
 - 1. Income from agricultural land in India Rs 12000
 - 2. Royalty from books Rs 25000 and expenses of typing Rs 2000
 - 3. Honorarium received from Management Institute as a lecturer Rs 3000. Conveyance for visiting the Institute Rs 200.
 - 4. Received from HUF as a member of HUF Rs 15000
 - 5. Amount received under Keyman Insurance Policy Rs 24000
 - 6. Examination fees from University of Mumbai Rs 1000
 - 7. Interest on PPF Rs 500
 - 8. Winning from card games Rs 12000
 - 9. Rent from vacant plot of land Rs 19000

Write your answers of Q:3 here:

		18/122_	8 ×
1	Ser S Zon	Р	ARLE TILAK VIDYALAYA ASSOCIATION'S
		34 13	SE OF COMMERCE, VILE PARLE (EAST), MUMBAI – 400 05
	A Lage	¢ ^s	CLASS TEST
		Clas	s: M.Com.: Part II – Semester III
		Sub	: ENTERPRENUERIAL MANAGEMENT
	D	ate:	Max Marks: 40 Time: 90 minutes
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Supervi: Sign& D			Seat No. in Figures
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Marks iı	n Figu	res in Words	Sign of the
		Q:1 Q:2 Q:3 Total	Examiner
		-	and the second sec
Instruct	tions:	(1) All questions are compulsory.	
		(2) Figures to the right indicate f	ull marks.
		(3) Question No.1 and 2 to be so	lved on the Question Paper itself.
Q:1	A. M	altiple Choice Questions (Any 10	out of 12): 10 marks
	1.	Entrepreneurship involves	as its activities are subject to uncertainties.
		a) innovation	b) risk taking
		c) creativity	d) business plan
	2.	The entrepreneurs	are driven by a desire to change the world, and the
*		capacity to Imagine how to do so).
		a) visionary	b) adventure type
		c) rural	d) urban
	3.		re organised by division on the basis of product.
		a) functional structure	b) divisional structure
		c) matrix structure	d) network structure
3	4.		on internal locus of control.
		a) Achievement	b) Personal resourcefulness
		c) Innovation	d) Concession
	5.		to an individual's desire for mastering skills, control,
		high standards	
		high standards.	
		a) Need for achievement	b) innovation
		•	b) innovation d) Motivation
	6.	a) Need for achievement c)Personal resourcefulness is a process of planr	
	6.	a) Need for achievement c)Personal resourcefulness	d) Motivation
	6.	 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation 	d) Motivation ning, organising, executing and controlling project b) project identification
		 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management 	 d) Motivation ning, organising, executing and controlling project b) project identification d) project execution
	6. 7.	 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management is a technique or creation 	d) Motivation ning, organising, executing and controlling project b) project identification
		 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management 	 d) Motivation ning, organising, executing and controlling project b) project identification d) project execution
	7.	 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management is a technique or cr a) Research c)Ideation 	d) Motivation hing, organising, executing and controlling project b) project identification d) project execution reative problem solving for generating ideas. b) brain storming d) Surveys
		 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management is a technique or cr a) Research c)Ideation 	d) Motivation ning, organising, executing and controlling project b) project identification d) project execution reative problem solving for generating ideas. b) brain storming
	7.	 a) Need for achievement c)Personal resourcefulness is a process of plann activities. a) project formulation c)project management is a technique or cr a) Research c)Ideation 	d) Motivation hing, organising, executing and controlling project b) project identification d) project execution reative problem solving for generating ideas. b) brain storming d) Surveys

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and the state 9. PERT AND CPM are technique of _____ a) searching business idea b) network analysis c) feasibility analysis d) project formulation 10. _____creating social value and making a positive impact in the society. a) Welfare projects b) educational project c)Modernisation projects d) Research and development 11. is the first step of a new venture. a) project identification b) project classification c)project formulation d) project planning 12. The decision to request an increase the resources for a project is responsibility of a) functional manager b) project manager c)director of project management d) customer Explain the terms (any 5 out of 8): Q:2 1. Define an entrepreneurship. 10 marks . w. 2. State any two characteristics of entrepreneur. 2 3. Explain any two advantages of divisional structure. 1

× 1	- 5	3
a	4.	Define Matrix structure.
		·
	5.	Define project management.
		· · ·
	6 .	State any two objectives of project.
	7.	Define project cycle.

8.	Define feasibility analysis in project management.	
Q:3 1.	Answer the following (Any 2 out of 3): Explain the factors affecting on growth of entrepreneurship.	20 mar
2.	Describe the steps taken to change in entrepreneurial culture	
3.	What are the ways and methods to search business idea?	
Vrite	your answers of Q:3 here:	\ IP
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CLASS TEST Class: M.Com.: Part II – Semester III Sub: Human Resource Management Date: Max Marks: 40 Supervisor's Sign& Date Seat No. in Figures In words Marks in Figures Q1 Q:2 Q:3 Total In words Sign of the Examiner Q1 Q:2 Q:3 Total In words Jin Words Sign of the Examiner Q1 Q:2 Q:3 Total In words Jin	Da	ate:		: M.Com.: Part II – Semeste	er III	
Date: Max Marks: 40 Time: 90 minu Supervisor's Sign& Date	Da	ate:			21 111	
Date: Max Marks: 40 Time: 90 minu Supervisor's Sign& Date Seat No. in Figures Image: Seat No. in Figures Instructions: (2) 4 Q:2 Q:3 Total Sign of the Examiner Sign of the Examiner Marks in Figures Image: Image	Da	ate:	Sub: I			
Supervisor's Seat No. In Figures Sign& Date in words in words in words Marks in Figures in Words Sign of the Q:1 Q:2 Q:3 Total Sign of the Examiner Instructions: (1) All questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1. is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis a) Job Analysis b) Recruitment c) Selection c) Selection is a software for data entry, data tracking, and data information needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of	Da	ate:				
Sign& Date Seat No. in Figures in words				Max Marks: 40	Time: 90 n	ninu
In words Marks in Figures in Words Sign of the Q:1 Q:2 Q:3 Total Instructions: (1) All questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1 is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis b) Recruitment c) Selection is a software for data entry, data tracking, and data information needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR front office b) HR Back office c) HR Centres of Excellence d) HR Back office d) HRS b) HRP c) HRIS b) HRD d) HRIS b) HRD d) HRIS b) HRD e) HRIS b) HRD c) HRIS d) HRD d) HRIS b) HRD d) HRIS b) HRD d) HRIS d) Job procedure e fris a sequence of positions occupied by a person durin	-			Soot No. in Figuros		
Marks in Figures in Words Sign of the Examiner Instructions: (1) AIT questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. (3) Question No.1 and 2 to be solved on the Question Paper itself. (2) A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1.	Sign& Date	3		Seat No. III Figures	41 X.	
Q:1 Q:2 Q3 Total Examiner Instructions: (1) All questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1.				in words		
Q:1 Q:2 Q3 Total Examiner Instructions: (1) All questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1.	иционалар 1990 — нана — — — — — — — — — — — — — — — —		and the second second			
Q:1 Q:2 Q3 Total Examiner Instructions: (1) All questions are compulsory. (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1.	Marks in Figu	res	in Words	s	ign of the	
 (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q.1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis b) Recruitment c) Selection d) HRA 2			-			
 (2) Figures to the right indicate full marks. (3) Question No.1 and 2 to be solved on the Question Paper itself. Q.1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis b) Recruitment c) Selection d) HRA 2	Instructions:	(1) All questions a	are compulsory.			
 (3) Question No.1 and 2 to be solved on the Question Paper itself. Q.1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 				ıll marks.		
Q:1 A. Multiple Choice Questions (Any 10 out of 12): 10 marks 1.					itself.	
1. is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis b) Recruitment c) Selection d) HRA 2.		[5] Question 110.1				
1. is a process of searching and attracting people to apply for jobs in the company. a) Job Analysis b) Recruitment c) Selection d) HRA 2.	0:1 A. M	ultiple Choice Oue	stions (Any 10	out of 12):	10 marks	
 a) Job Analysis b) Recruitment c) Selection d) HRA 2 is a software for data entry, data tracking, and data information needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of a) HR front office b) HR Back office c) HR Centres of Excellence d) HR operations 4			•	-	eople to apply for jobs in	6
 c) Selection d) HRA 2 is a software for data entry, data tracking, and data information needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of a) HR front office b) HR Back office c) HR Centres of Excellence d) HR operations 4 is a process of managing human resources to improve individual, group and organizational effectiveness. a) HRM b) HRP c) HRIS c) HRIS d) HRD 5 gives details of the job in respect of duties, responsibilities and other aspects and is an overall written summary of job. a) Job Specification b) Job configuration c) Job description d) Job procedure 6 is a sequence of positions occupied by a person during the course of his lifetime. a) Performance b) Career c) Job Rotation d) Job hierarchy 7 technique is used to appraise the behaviour and attitude towards the job. a) BARS b) MBO 		the company.				
 is a software for data entry, data tracking, and data information needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT HR compensation is a function of a) HR front office b) HR Back office c) HR Centres of Excellence d) HR operations 4		a) Job Analysis		b) Recruitment		L
needs of human resources, payroll, management and accounting functions within a business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of		c) Selection				
 business organization. a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of a) HR front office b) HR Back office c) HR Centres of Excellence d) HR operations 4 is a process of managing human resources to improve individual, group and organizational effectiveness. a) HRM b) HRP c) HRIS d) HRD 5. gives details of the job in respect of duties, responsibilities and other aspects and is an overall written summary of job. a) Job Specification b) Job configuration c) Job description d) Job procedure 6. is a sequence of positions occupied by a person during the course of his lifetime. a) Performance b) Career c) Job Rotation d) Job hierarchy 7. technique is used to appraise the behaviour and attitude towards the job. a) BARS b) MBO 		cy selection				
 a) HRM b) HRP c) HRIS d) HRIT 3. HR compensation is a function of a) HR front office b) HR Back office c) HR Centres of Excellence d) HR operations 4.	, 2.			d) HRA or data entry, data trackin		
c) HRIS d) HRIT 3. HR compensation is a function of	2.	needs of human	resources, payro	d) HRA or data entry, data trackin		
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	•	performance.	iormance appraisar is	initiaencea by past	
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		c) Spillover effect	d) Refresher eff	ect	
	9.			ett	
	5.	appraisal is conducted a) Management by Objective			
			b) 360 degree	63	
	10.	c) Role Analysis	d) Committee	- h	L
	10.		cription of employee's j	ob relevant strengths	
		and weaknesses.			
		a) Placement	b) Induction		
- Sc		c) Performance Appraisal	d) Orientation		
	11.		when a contractual ter	m is breached by the	
		employer in the dismissal process.			
		a) Unfair	b) Constructive		
		c) Wrongful	d) Expected		
	12.	A is a horizontal or lat		nployee from one job,	
		department, shift or place to another.			
		a) Promotion	b) Transfer		
		c) Dismissal	d) Refresher		
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4. Recruitment

5. Performance Appraisal

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6. Self-development

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7. Transfers

8. Succession Planning 20 marks Answer the following (Any 2 out of 3):
What are the various techniques of Performance Appraisal? Q:3 2. Distinguish between Traditional HRM and Strategic HRM 3. Explain HRIS and state its importance. Write your answers of Q:3 here: 7 R 4 . • • • 4 184

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structions	: (1) All questions are	e compulsory.			
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8. I	ong term plans are for a period	of over years.		1
	a) 2	b) 3		
		d) 5		
9.	dated the produ	iction era of marketing strate	egy from the 1860s to	
	the 1930s.			[—— ¬
	a) Philip Kotler	b) Gary Armstrong	,	
		d) Abraham Maslow	10	L
10	A strategy involves I	marketing efforts to induce	dealers to stock the	
10.	products and promote the prod	uct to end users.		
	a) Pull	b) Packaging	(8)	2
	c) Pace	d) Push		
11.	c) Pace is known as underco		5 4	
11.	a) Street	b) Stealth		<u>·</u>
		d) Groon		
12.	c) Customised In marketing strategy	, a company uses unconvention	onal ways of promoting	
12.	products.	5		
	a) Green	b) Guerrilla		·
	c) Viral -	d) Digital		
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Evoloi	n the terms (any 5 out of 8):			LV MALK
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4. Ambush Marketing

5. Production Orientation.

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6. Physical Evidence.

7. Mobile defense strategy.

Packaging. 8. 20 marks Answer the following (Any 2 out of 3):
 Explain different types of Marketing strategies. Q:3 2. Essentials of effective marketing plan. 3. Discuss the contents of the Marketing plan. Write your answers of Q:3 here: ÷ .. . " A Standy . t i