

N-0007

Sub. Code

200221

**B.Com. DEGREE EXAMINATION
ONLINE PROGRAMME EXAMINATIONS, MAY 2024**

First Year Second Semester

Commerce

FINANCIAL MANAGEMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. Financial Management is mainly concerned with _____.
 - (a) all aspects of acquiring and utilizing Financial Resources for firm activities
 - (b) arrangement of funds
 - (c) efficient Management of every business
 - (d) profit maximization

2. The primary goal of the Financial Management is _____.
 - (a) to maximize the return
 - (b) to minimize the risk
 - (c) to maximize the wealth of owners
 - (d) to maximize profit

3. Market value of the shares are decided by _____.
- (a) the respective companies
 - (b) the investment market
 - (c) the Government
 - (d) shareholders
4. Which of the following is the first order conditions to profit maximisation _____?
- (a) $TR - TC$
 - (b) $MR = MC$
 - (c) MR cuts MC from below
 - (d) Slope of MC curve must be higher than that of MR curve
5. _____ is a residue after the payment of rent, wages, interest.
- (a) income
 - (b) tax
 - (c) profit
 - (d) all of the above
6. If actual rewards is greater than value of risk then the company will face.
- (a) loss
 - (b) profit
 - (c) no loss no profit
 - (d) shut down
7. In financial planning, the most high option price will lead to _____.
- (a) longer option period
 - (b) smaller option period
 - (c) lesser price
 - (d) higher price

8. Which of the following is a financial budget?
- (a) cash budget
 - (b) working capital budget
 - (c) capital budget
 - (d) all of the above
9. Given an investment of Rs.10,000 for a period of one year, it is better to invest in a scheme that pays
- (a) 12% interest compounded annually
 - (b) 12% interest compounded quarterly
 - (c) 12% interest compounded monthly
 - (d) 12% interest compounded daily
10. Sinking fund factor is the reciprocal of _____.
- (a) present value interest factor of a single cash flow
 - (b) present value interest factor of an annuity
 - (c) future value interest factor of a single cash flow
 - (d) future value interest factor of an annuity
11. If the effective rate of interest compounded quarterly is 16% then the nominal rate of interest is _____.
- (a) 14.6%
 - (b) 15%
 - (c) 14.8%
 - (d) 15.12%
12. The cost of equity share or debt is known as _____.
- (a) the specific cost of capital
 - (b) the related cost of capital
 - (c) the burden on the shareholder
 - (d) none of the above

13. Which among the following figures is not relevant while calculating the cost of the redeemable preference shares?
- (a) earnings per share
 - (b) flotation cost
 - (c) discount
 - (d) none of the above
14. Which of the following is not commonly used Measures of leverage in financial analysis?
- (a) operating leverage
 - (b) financial leverage
 - (c) combined leverage
 - (d) matrix leverage
15. There is no operating leverage if there is no _____.
- (a) Profit (b) Sales
 - (c) Fixed cost (d) EPS
16. Capital budgeting is also known as _____.
- (a) Investment decisions making
 - (b) Planning capital expenditure
 - (c) Both of the above
 - (d) None of the above
17. Capital budgeting decisions are of _____.
- (a) long term nature (b) short term nature
 - (c) both of the above (d) none of the above
18. Which of the following is not a pattern of capital structure?
- (a) Equity shares and Preference shares
 - (b) Equity shares, Preference shares and debentures
 - (c) Equity shares only
 - (d) Equity shares and short term borrowings

19. In case of Net income approach, the cost of equity is _____.
- (a) constant (b) fixed
(c) increasing (d) decreasing
20. Which of the following is an external sources of finance _____ ?
- (a) retained earnings
(b) equity shares
(c) preference shares
(d) debentures
21. Which of the following is not a current asset account _____?
- (a) cash (b) marketable securities
(c) accounts payable (d) accounts receivable
22. The amount paid at the time of hire purchase agreement is known as _____.
- (a) installment (b) down payment
(c) cash price (d) hire purchase price
23. In hire purchase system, cash price is installment comes under section _____.
- (a) Sec 7 (1) (a) (b) Sec 7 (1) (b)
(c) Sec 7 (1) (c) (d) Sec 7 (1) (d)
24. Stock dividend is also known as _____.
- (a) scrip dividend
(b) bonus shares
(c) right shares
(d) property dividend

25. According to Walter, the firm should retain the profits if _____.
- (a) $r > k$ (b) $r = k$
(c) $r < k$ (d) None of the these
26. Which is of the following is a long term source of working capital _____?
- (a) issue of shares (b) issue of debentures
(c) loans (d) depreciation
27. Which of the following are sources of working capital?
- (a) loan and advances from commercial banks
(b) Trade credit
(c) indogenous banker
(d) all of the above
28. Cash manage is a broad term used for collecting and managing cash speculative motive of holding cash refers to _____.
- (a) holding the cash to utilize it in internal project
(b) holding the cash for any feature loss the company is expecting
(c) holding the cash to avail any feature investment opportunity
(d) holding the cash to utilize it for international project
29. Zero Based Budgeting (ZBB) means _____.
- (a) a tool of marketing cost
(b) a tool for financial analysis
(c) each year, budgeting starts from a scratch
(d) a certain percentage of sales

30. A company that maintains a sufficient safety margin by having extra inventory against certain situation is termed as _____.
- (a) inventory (b) lot size
(c) safety stock (d) lead
31. Which of the following is the ratio of Net profit to Net Sales _____?
- (a) Net operating ratio
(b) Gross profit ratio
(c) Pre tax profit ratio
(d) Net profit ratio
32. The Movements of stock must be controlled with information regarding _____.
- (a) space utilization (b) order status
(c) labour utilization (d) material protection
33. If then the money cash flow would be equal to _____.
- (a) present value
(b) real cash flow
(c) real cash flow + present value
(d) real cash flow – present value

Part B

(7 × 6 = 42)

Answer **all** questions, by choosing either (a) or (b).

34. (a) What are the functions of Finance?
- Or
- (b) What are the objectives of Financial Management?
35. (a) What are the components of Financial Planning?
- Or
- (b) What are the differences between Compounding and discounting techniques in Time value of money?

36. (a) What is Cost of equity? What are the methods commonly used to calculate cost of equity?

Or

(b) What are the types of Financial Leverage?

37. (a) What do you mean by Capital Budgeting? What are the importances of Capital Budgeting?

Or

(b) Explain the theory of Net Income Approach under relevance of Capital structure.

38. (a) What are the sources of short and long term finance?

Or

(b) What is meant by Lease financing? What are the advantages of Lease financing?

39. (a) Describe the relevance of dividend under Walter's model.

Or

(b) What is Working Capital Management? What are the components of Working Capital Management?

40. (a) What are the factors determining the optimum Cash balance?

Or

(b) What is Inventory Management? What are the objectives of Inventory Management?

N-0070

Sub. Code

200222

**B.Com. DEGREE EXAMINATION
ONLINE PROGRAMME EXAMINATIONS, MAY 2024**

First Second Semester

HUMAN RESOURCE MANAGEMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** the questions.

1. The meaning of the acronym HRM is _____
 - (a) Human Relations Management
 - (b) Humanistic Resource Management
 - (c) Human Resource Management
 - (d) Human Resourceful Management

2. Scope of the Human Resource Management includes _____
 - (a) Retirement and separation of employees
 - (b) HR training and development
 - (c) Industrial relations
 - (d) All of the above

3. Human relations approach to management was originate by
 - (a) Henry Fayol
 - (b) FW Taylor
 - (c) Peter O Drucker
 - (d) Elton Mayo
4. Mechanism of human resource development includes
 - (a) Job redesign
 - (b) Rewards
 - (c) Human resource information system
 - (d) All of the above
5. The HR Manager plays multiple roles like that of
 - (a) A Researcher
 - (b) A Counsellor
 - (c) A Bargainer
 - (d) All of the above
6. Career planning is the responsibility of
 - (a) the employee
 - (b) the employer
 - (c) Government
 - (d) HR department
7. Succession planning must be _____ with the future strategic direction of the company.
 - (a) Consistent
 - (b) Inconsistent
 - (c) In accordance
 - (d) Both (a) and (c)
8. Human Resource Planning (HRP) is also called
 - (a) Employment Planning
 - (b) Personnel Planning
 - (c) Both (a) and (b)
 - (d) None of the above

9. Job analysis is helpful in
- (a) Human Resource Planning, Recruitment and Selection
 - (b) Training and Development
 - (c) Job evaluation and performance appraisal
 - (d) All of these
10. _____ is a factual statement of tasks and duties involved in a job
- (a) Job description (b) Job specification
 - (c) Job analysis (d) Job evaluation
11. The external source of recruitment are
- (a) Casual callers
 - (b) Recommendations
 - (c) Campus recruitment
 - (d) All of the above
12. Recruitment aims at
- (a) creating a positive image of the firm
 - (b) attracting a large number of qualified applicants
 - (c) both (a) and (b)
 - (d) None of the above
13. Recruitment is the process of
- (a) Setting disputes
 - (b) Giving promotions
 - (c) Searching prospective candidates
 - (d) None of the above

14. Selection Means
- (a) Elimination
 - (b) Testing
 - (c) Recruitment
 - (d) None of these
15. Input to the selection process include all except
- (a) Job analysis
 - (b) Job application
 - (c) Human Resource Planning
 - (d) Supervision
16. Ultimately, selection decisions are based on
- (a) turnover potential
 - (b) human resource plans
 - (c) performance tests
 - (d) none of these
17. Induction means
- (a) Elimination
 - (b) Testing
 - (c) Recruitment
 - (d) None of these
18. Induction is an integral part of
- (a) training
 - (b) selection
 - (c) recruitment
 - (d) none of these
19. The process of familiarizing the new employees to the organization rules and regulations is known as
- (a) Placement
 - (b) Induction
 - (c) Recruitment
 - (d) Selection

20. Which of the following relates to training workers?
- (a) job rotation
 - (b) induction
 - (c) vestibule
 - (d) task
21. Apprenticeship programme is one of the widely used training method
- (a) off-the-job
 - (b) on-the-job
 - (c) both (a) and (b)
 - (d) none of these
22. Utility of job analysis
- (a) selection of employee
 - (b) retirement of employee
 - (c) work study
 - (d) training of employee
23. The appraisal process is designed- by
- (a) personnel department
 - (b) workshop
 - (c) factory
 - (d) management
24. Performance appraisals serve as building block of
- (a) recruiting
 - (b) career planning
 - (c) manpower planning
 - (d) job analysis
25. In 360 degree feedback information is gathered from
- (a) two sources
 - (b) multiple sources
 - (c) employee himself only
 - (d) none of these

26. Following are the appraisal except
(a) peer (b) subordinates
(c) supervisors (d) government
27. The concept of wages is
(a) minimum wages (b) fair wages
(c) living wages (d) all of these
28. Payment of bonus act came into force on _____
(a) 1960 (b) 1965
(c) 1970 (d) 1948
29. The objectives of discipline are
(a) To increase the working efficiencies
(b) To develop a sense of tolerance
(c) To give and seek direction and responsibility
(d) All of the above
30. Lack of effective leadership is _____
(a) Discipline
(b) Indiscipline
(c) Disciplinary procedure
(d) All of the above
31. Joint management council introduced on
(a) 1958 (b) 1960
(c) 1985 (d) 1986
32. Empowerment is the process of enabling to set their
(a) goals (b) decisions
(c) solve problems (d) all of the above

33. Domestic Human Resource Management is involved within
- (a) one nation
 - (b) host country nationals
 - (c) parent country nationals
 - (d) third country national

Part B

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) What are the objectives of Human Resource Management?

Or

- (b) State one challenge faced by HR managers today.

35. (a) Why is HR planning important?

Or

- (b) What is job analysis and what are its uses?

36. (a) What do you understand by employment exchange?

Or

- (b) What are the steps followed in a selection procedure?

37. (a) Why is orientation needed?

Or

- (b) What is induction or orientation training?

38. (a) What are the uses of performance of appraisal?

Or

- (b) What are the principles of wage and salary administration?

39. (a) Write a short note on incentive wage plans.

Or

(b) What are the Disciplinary Procedure?

40. (a) What are the District Methods of employee empowerment?

Or

(b) What are the challenges faced by international Human Resource Management?

N-0071

Sub. Code

200223

**B.Com. DEGREE EXAMINATION,
ONLINE PROGRAMMES EXAMINATIONS**

**MAY 2024
First Year Second Semester**

MARKETING MANAGEMENT

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. Introduction of product in large scale in the target market is called
 - (a) Test marketing
 - (b) Business analysis
 - (c) Product testing
 - (d) Commercialization

2. The only elements in the marketing mix that produces revenue
 - (a) product size
 - (b) place mix
 - (c) price mix
 - (d) promotion mix

3. An example of a pricing policy objective is to :
- (a) minimize costs
 - (b) maximize price
 - (c) minimize losses
 - (d) maintain market share
4. Customer cost will be considered as which of the following Ps of marketing mix?
- (a) Product (b) Price
 - (c) Place (d) Promotion
5. Before setting price, the company must decide on its strategy for
- (a) distribution (b) promotion
 - (c) the environment (d) the product
6. The marketing manager can change different kinds of prices in different markets.
- (a) price differentials
 - (b) transfer pricing
 - (c) export pricing
 - (d) freemium pricing
7. A profit calculated by adding a percentage to the costs of production is called :
- (a) market (b) break even
 - (c) margin (d) competitive
8. _____ is directly sold to the consumer by the manufacturer.
- (a) Television (b) Toothpaste
 - (c) Car (d) Curd vending

9. The most typically used channel for industrial product is the _____ channel.
- (a) Direct
 - (b) Industrial distributor
 - (c) Wholesaler
 - (d) Retailer
10. The distribution of goods in small quantities to the consumer is called _____.
- (a) wholesale trade (b) retail trade
 - (c) home trade (d) cheap jacks
11. The practice of online marketing into their traditional operations are called as _____.
- (a) Direct companies
 - (b) Premium companies
 - (c) Click and mortar companies
 - (d) Click only companies
12. Using indirect channel has this limitations
- (a) implicity (b) cost
 - (c) control (d) communication
13. A product with a low-price image requires _____ distribution.
- (a) Selective distribution
 - (b) Exclusive distribution
 - (c) Marketing distribution
 - (d) Intensive distribution
14. Media can give 24 hour exposure to the public eye.
- (a) Television (b) Print
 - (c) Internet (d) Flex Board

15. A consumer contest is an example of _____.
- (a) Personal selling (b) Sales promotion
(c) Advertisement (d) Indirect selling
16. This advertising media is suitable to convey the message to those who cannot see :
- (a) Newspaper (b) Magazines
(c) Radio (d) Electric display
17. A pull sales promotion strategy concentrates on the _____.
- (a) consumer (b) middleman
(c) producer (d) sales force
18. The basic objectives of push strategy is to encourage the _____.
- (a) consumer (b) middleman
(c) producer (d) public
19. For a small audience the most suitable promotion tool is
- (a) sales promotion (b) personal selling
(c) advertising (d) publicity
20. Promotion creates _____ by influencing consumer perceptions.
- (a) Demand (b) Value
(c) Need (d) Want
21. Which of the following is outdoor advertising?
- (a) Ratio
(b) Television
(c) Advertising
(d) Posters and wall papers

22. The most traditional method used in direct marketing in
- (a) catalogue marketing
 - (b) direct mail
 - (c) online marketing
 - (d) viral marketing
23. Market Plan is a _____.
- (a) Strategy
 - (b) Budgeting
 - (c) Business document for marketing strategy
 - (d) All of these
24. Marketing strategy is a _____ types of strategy.
- (a) business level
 - (b) growth strategy
 - (c) corporate strategy
 - (d) functions strategy
25. Festive season can be an example of _____ to make maximum sales.
- (a) strength
 - (b) weakness
 - (c) opportunities
 - (d) threats
26. Promotion focuses on _____ with the target market.
- (a) communicating
 - (b) positioning
 - (c) segmenting
 - (d) differentiating.
27. The information gathered through the marketing audit process is used in development of _____
- (a) SWOT analysis
 - (b) Marketing Audit
 - (c) Strengths and Weaknesses
 - (d) Opportunities

28. Marketing mix involves _____
- (a) Product mix (b) Promotional mix
(c) Service mix (d) All of these
29. Profit through customer satisfaction is aimed in _____ concept.
- (a) production (b) holistic
(c) marketing (d) selling
30. Risk bearing is a function of _____
- (a) research (b) exchange
(c) physical supply (d) facilitating
31. The group of elements price, product, promotion and place constitute.
- (a) market mix (b) marketing mix
(c) product mix (d) promotion mix
32. Marketing is applicable in _____
- (a) goods (b) events
(c) property (d) all of these
33. Which of the following is not included in the micro environment?
- (a) suppliers (b) publics
(c) economic (d) customers

Part B

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Explain the types of Markets.

Or

- (b) Describe the concept of Social Marketing.

35. (a) Discuss the internal environment of the organization.

Or

(b) Explain the importance of marketing mix in marketing decisions.

36. (a) Discuss the various types of marketing plan.

Or

(b) Bring out the decisions related to product mix.

37. (a) Explain the merits and demerits of Branding.

Or

(b) What is pricing decisions? Explain its objectives of pricing decisions.

38. (a) Discuss about the types of channels.

Or

(b) Describe the components of promotion mix.

39. (a) Explain the importance of sales promotion decisions.

Or

(b) Discuss briefly the criteria for effective segmentation.

40. (a) Describe the evaluation of the study of consumer behaviour.

Or

(b) Explain the importance of mobile marketing and green marketing.

N-0072

Sub. Code

200224

B.Com. DEGREE EXAMINATION, MAY 2024

ONLINE PROGRAMME EXAMINATIONS

First Year Second Semester

MERCANTILE LAW

(CBCS – 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

Part A

(33 × 1 = 33)

Answer **all** questions.

1. Law is either private law or _____ law.
(a) public (b) private
(c) local (d) family
2. A breach of contract can be of _____ breach.
(a) discharged (b) illegal
(c) void (d) none of these
3. A minor can be an _____.
(a) Surety (b) Agent
(c) Partner (d) All of these
4. An agreement that is caused by fraud, misrepresentation and coercion is _____.
(a) voidable (b) partially void
(c) valid (d) all of these

5. The person which is represented as an agent _____.
- (a) middleman (b) owner
(c) principal (d) none of these
6. Is voidable contract?
- (a) partly valid agreement
(b) an illegal agreement
(c) all of these
(d) none of these
7. An agreement to do an act impossible in itself _____.
- (a) void
(b) is voidable
(c) is void an initial
(d) becomes void when impossibility is discovered
8. The contract of indemnity is a _____
- (a) contingent contract (b) wagering contract
(c) quasi-contract (d) void agreement
9. How many parties are there to a promissory note?
- (a) two parties (b) one party
(c) four party (d) three parties
10. When the promisee refuses to accept performance from the promiser who offers to perform, it is _____.
- (a) attempted performance
(b) vicarious performance
(c) tender
(d) frustration of contract

11. Each party is a promisor and a promise in case of
 - (a) past consideration
 - (b) present consideration
 - (c) every contract
 - (d) reciprocal promises

12. Which kind of partnership one partner has unlimited liability and other partners have limited liability?
 - (a) partnership-at-will
 - (b) limited partnership
 - (c) general partnership
 - (d) particular partnership

13. Under no circumstances the partnership firm shall be compulsorily dissolved by the court
 - (a) persistent breach of agreement by partners
 - (b) business has become illegal due to change in law
 - (c) continuous huge loss in business
 - (d) retirement of one of the three partners

14. The partners in a firm may by contract between the partners.
 - (a) restrict the implied authority of any partner
 - (b) extend the implied authority of any partner
 - (c) none of these
 - (d) both (a) and (b)

15. Under which schedule of the companies act, 2013 are the formats of financial statements prescribed?
 - (a) Schedule I
 - (b) Schedule II
 - (c) Schedule III
 - (d) Schedule IV

16. The articles of association needs to be signed by
- (a) all proposed directors
 - (b) registrar
 - (c) subscribers of memorandum
 - (d) none of these
17. Consumer protection act is applicable to
- (a) immovable goods
 - (b) movable goods
 - (c) specific goods and services
 - (d) all goods and services
18. The rights of consumers as per the consumer protection act does not include right to be
- (a) informed (b) heard
 - (c) safety (d) presented
19. The consumer protection bill, 2018 has replaced the consumer protection act in which of the given years?
- (a) 1981 (b) 1986
 - (c) 1991 (d) 1978
20. What is FEMA?
- (a) First Exchange Management Act
 - (b) Foreign Exchange Management Act
 - (c) Foreign Excheques Management Act
 - (d) Foreign Evaluation Management Act
21. The special category of clients includes
- (a) politically exposed persons
 - (b) client in high risk countries
 - (c) companies offering foreign exchange
 - (d) all of these

22. In which year the FEMA came into force?
(a) 1977 (b) 1998
(c) 1999 (d) 2000
23. When did the competition act 2002 come into force?
(a) 01 April 2004 (b) 31 March 2003
(c) 01 May 2002 (d) 23 April 2003
24. What is the tenure of the chairman of the CCI, as per the competition act 2002?
(a) 3 years (b) 5 years
(c) 4 years (d) 2 years
25. The world as world environmental day is celebrated on
(a) December 1 (b) June 5
(c) November 14 (d) August 15
26. The Environmental Act was enacted in the year (protection)
(a) 1986 (b) 1992
(c) 1984 (d) 1974
27. _____ is a right obtained by a person for his innovation
(a) copy right (b) patent
(c) trade mark (d) license
28. A copyright will be issued for the work related to
(a) movie (b) literature
(c) music (d) all of the above

29. To obtain a patent the investor must give an application to _____ of patent
- (a) Certifying authority
 - (b) Controller of patent
 - (c) Commissioner of patent
 - (d) All of the above
30. Which of the following acts is not amended in the Information Technology Act 2008?
- (a) The Bankers Books Evidence Act 1891
 - (b) MTNL IT Policy
 - (c) RBI Act 1934
 - (d) None of these
31. The Information Technology Act became effective from _____
- (a) July 1999
 - (b) October 2000
 - (c) January 2001
 - (d) June 2000
32. When did the MSMED Act 2006 come into force?
- (a) 01 April 2006
 - (b) 02 March 2007
 - (c) 01 May 2006
 - (d) 02 October 2006
33. Section 10 of the MSMED Act 2006 deals with _____.
- (a) Grants by Central Government
 - (b) Credit facilities
 - (c) Jurisdiction of Courts
 - (d) None of these

Part B

(7 × 6 = 42)

Answer **all** questions, choosing either (a) or (b).

34. (a) Explain the essentials of a valid contract.

Or

- (b) Discuss the types of agency.

35. (a) Enumerate the differences between a sale and a hire purchase agreement.

Or

- (b) Explain the sources of mercantile law.

36. (a) State the essential features of negotiable instruments.

Or

- (b) What do you mean by partnership deed? and the contents of partnership deed.

37. (a) Define company and explain its classification. Any two.

Or

- (b) Explain the basic rights of the consumer.

38. (a) Which Act did FEMA replace and what are the main features of FEMA?

Or

- (b) Explain

- (i) Objectives of competition Act
(ii) Major elements of competition law.

39. (a) State the effects of thermal pollution.

Or

(b) Explain the types of intellectual property.

40. (a) Discuss the uses of Information Technology

Or

(b) What are the features of micro and small enterprise act.

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
First Year - First Semester
PRINCIPLES OF MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. "Management is the art of getting things done through and with the people in formally organised group."
Who said this?
(a) Koontz and O' Donnell (b) Henry Fayol
(c) George R. Terry (d) Peter F. Drucker
2. The heart of management is _____.
(a) planning (b) organization
(c) controlling (d) coordinating
3. Which of following is not among the levels of management?
(a) Top level management (b) Intermediate Level
(c) Middle level management (d) Lower level management
4. Which one is not a recognized key skill of management?
(a) Conceptual skills (b) Human skills
(c) Technical skills (d) Writing skills
5. Lower level management is concerned with the tactical administrative plans which are -----
(a) long range plans (b) short range plans
(c) medium range plans (d) none of these.

6. Which among the following involves in planning process?
(a) Selection of objective (b) determine the way to achieve objective
(c) both A and B (d) None of the above
7. A proper organization avoids duplication of -----
(a) Action (b) Activities
(c) Assets (d) None
8. Organization means a formalized intentional structure of _____.
(a) Roles (b) Rooms
(c) Routes (d) None
9. Leadership style which takes decisions with subordinate is _____.
(a) Democratic leadership (b) autocratic leadership
(c) Laissez -faire leadership (d) paternalistic leadership
10. Line organization is also called _____.
(a) military organization (b) functional organization
(c) line and staff organization (d) project organization

11. Control is the function of -----
(a)Top level management
(c)All managers
(b)Lower level management
(d)None of these
12. The number of subordinates that a manager can manage is called-----
(a)Delegation
(c)Development
(b)Span of Management
(d)None
13. OB is the study of _____ in the organisation
(a)Human
(c)Employer
(b)Human Behaviour
(d)Employees
14. OB does Not contribute to improve
(a)Motivation
(c)interpersonal relations
(b)Efficiency
(d)Communication
15. Which of the following is not a trait dimension in Big 5 personality trait?
(a)Extroversion
(c)Ego
(b)Agreeableness
(d)Culture

16.is once view of reality.
- (a) Attitude
 - (b) Perception
 - (c) Outlook
 - (d) Personality
17. What is brainstorming?
- (a) A technique used to build group cohesiveness
 - (b) A technique that tends to restrict independent thinking
 - (c) A process for generating ideas
 - (d) A process used mainly when group members cannot agree on a solution
18. Which of the following is an example of instrumental values?
- (a) Achievement
 - (b) Honesty
 - (c) Happiness
 - (d) Wisdom
19. Which theory emphasizes the importance of setting specific and challenging goals to enhance motivation?
- (a) Reinforcement theory
 - (b) Goal-setting theory
 - (c) Expectancy theory
 - (d) Need hierarchy theory
20. Job enrichment involves:
- (a) Increasing the number of tasks without increasing responsibility
 - (b) Reducing the autonomy and control employees have over their work
 - (c) Enhancing the meaningfulness and complexity of a job
 - (d) Eliminating opportunities for skill development

21. What is a factor that can influence group cohesion?
(a)Frequent turnover of group members
(c)High task interdependence
(b)Lack of shared goals
(d)Minimal communication
22. How can group cohesion positively impact organizational performance?
(a)By promoting internal conflicts
(c)By increasing trust and collaboration
(b)By hindering communication
(d)By discouraging teamwork
23. _____ are the building blocks of organizations.
(a) Work teams
(c) Systems
(b)Individuals
(d)None of the above.
24. Which of the following is a characteristic of an effective team?
(a)Clear Purpose
(c)Disagreement
(b)Formality
(d)Internal Relations
25.is the dynamic organization within the individual that determine his unique adjustment to the environment
(a)Perception
(c)Behavior
(b)Attitude
(d)personality

26. Effective Group norms do not have
(a)Formation of autonomous work groups (b)Grouping of core tasks
(c)Training of group members in multiple skills Same (d)-
culture member
27. Policies are flexible where as procedure are -----
(a)specific (b)detailed
(c)Rigid (d)All
28. Power is the ability to do ----
(a)something (b)anything
(c)order (d)none of these.
29. In which stage of the conflict process does conflict
become visible?
(a)Illumination (b)Intentions
(c)Behaviour (d)Cognition
30. Team building intervention is based on the idea, that
all members should be _____.
(a)Hard working workers (b)Acting in unity
(c)Powerful people (d)All of the above

31. The number of different management approaches for changing entire system, are thought to be:-
_____.
- (a) Four in numbers (b) Five in numbers
(c) Six in numbers (d) Seven in numbers
32. Myers-Briggs Personality is called as _____.
- (a) MBIT (b) MBET
(c) MBTI (d) MIBT
33. _____ is a Study of Group Behavior.
- (a) Anthropology (b) Psychology
(c) physiology (d) sociology

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Describe the features of an organization
[OR]
(b) Analyze the contribution of F.W. Taylor to management.
35. (a) List the factors that affect decision making.
[OR]
(b) Examine the benefits of human resource planning in organizations.
36. (a) List the principles of directing
[OR]
(b) Explain the requirements of a good budgetary control technique
37. (a) List the limitations of organizational behavior.
[OR]
(b) Discuss the different personality traits.
38. (a) Values are significant in organizational behaviour.' Discuss.
[OR]
(b) What is the relationship between learning and behavior?
39. (a) Discuss the advantages of group decision-making.
[OR]
(b) Discuss the different types of teams.
40. (a) Write a short-note on the attribution theory of leadership.
[OR]
(b) Examine the different sources of power.

N1019

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
First Year - First Semester
BUSINESS COMMUNICATION
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The term communis derived from _____ word.
(a)Greek (b)Latin
(c)Chinese (d)English
2. Communication is the task of imparting_____.
(a)training (b)message
(c)information (d)source
3. Posters fall under _____ communication.
(a) oral (b)visual
(c) written (d)spoken
4. Communication is the task of imparting_____.
(a)training (b)message
(c)information (d)source
5. Appeals and representations are used in _____ communication.
(a)Horizontal (b)Upward
(c)Downward (d)Grape wine
6. Which of the following are examples of written communication?
(a)Letters and voicemail (b)Reports and email
(c)Circulars and voicemail (d)Presentations and email

7. Which one is an effective audio-visual communication.
- (a) Cinema (b) Television
(c) Drama (d) All the above.
8. How is good technical writing achieved?
- (a) Naturally (b) By practice
(c) Listening (d) Speaking
9. Listening, reading, speaking and writing are all types of _____.
- (a) Communication skills. (b) Emotional barriers.
(c) valuation techniques. (d) Nonverbal communication
10. The number of key elements in the communication process is _____.
- (a) Five (b) Six
(c) Seven (d) Four
11. What is an example of an external communication channel?
- (a) Intranet (b) Memos
(c) Public relations campaigns (d) Staff meetings
12. Who are the primary stakeholders in internal communication?
- (a) Customers (b) Competitors
(c) Employees (d) Government agencies

13. Downward communication does not use the following:
- (a) Letters
 - (b) Memorandums
 - (c) Request Application
 - (d) E-mails
14. Downward communication in organizations is directed from:
- (a) Employees to managers
 - (b) Peers within the same level
 - (c) Top-level management to lower levels
 - (d) Managers to external stakeholders
15. What is the scope of communication networks in organizations?
- (a) Limited to internal communication
 - (b) Limited to formal communication
 - (c) Encompasses all communication interactions
 - (d) Restricted to external communication
16. The _____ of business letter is called layout.
- (a) Body
 - (b) Content
 - (c) Pattern
 - (d) All of the above
17. The formal greeting with which a business letter begins is called _____
- (a) Reference
 - (b) Subject
 - (c) Salutation
 - (d) Body
18. One characteristic of a memo is _____.
- (a) Formal
 - (b) Tool for external communication
 - (c) Concise
 - (d) Pretentious

19. A memo has two parts, the:
- (a) Heading and the date.
 - (b) Heading and the complimentary closing.
 - (c) Heading and the body.
 - (d) Subject and the body.
20. Reports are prepared and presented at regular and prescribed intervals.
- (a) Periodic reports.
 - (b) Special reports
 - (c) Informal reports.
 - (d) Non-periodical reports.
21. Management draws the attention of employees regarding their proper conduct through_____.
- (a) Circulars
 - (b) Posters
 - (c) Letters
 - (d) voice notes.
22. What is an ISP?
- (a) Internal Service Provider
 - (b) Internal System Provisional System
 - (c) Internet Service Protocol
 - (d) Internet Service Provider
23. Which of these do not provide free E-mail?
- (a) Hotmail
 - (b) Rediff
 - (c) WhatsApp
 - (d) Yahoo
24. Oral communication is extremely useful_____.
- (a) To create future records
 - (b) To keep low cost of communication is prime concern
 - (c) To have confidentiality
 - (d) To promote friendly relations

25. _____ are written records of business done at the meeting.
- (a) Minutes (b)Circulars
(c) Notices (d)Letters
26. Resume is a _____ word.
- (a)German (b)French
(c)Indian (d)American
27. A cover letter is _____.
- (a) Courteous and helpful. (b)Unnecessary
(c) Considered to be in poor taste. (d)Always mailed separately.
28. Resume is called curriculum vitae in _____.
- (a) India (b)France
(c) North America (d)South America
29. The handshake that conveys confidence is _____.
- (a) Limp (b)Firm
(c) Loose (d)Double
30. Memo is derived from a Latin word which means _____.
- (a)A thing which must be remembered (b)A thing which must be memorized
(c)A thing which must be written (d)A thing which must be communicated

31. Communication starts with _____.
- (a) Encoding (b) Sender
(c) Channel (d) Feedback
32. The following is the permanent records for business
- (a) Business Letters (b) Ledgers
(c) Production reports (d) All of the above
33. _____ interviews help recruiters see how you handle yourself under pressure.
- (a) Situational (b) Stress
(c) Group (d) Formal

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What are the measures to overcome barriers of communication?
[OR]
(b) Write a short note on grapevine communication.
35. (a) Briefly explain the types of listening.
[OR]
(b) Write a short note on language as a medium of communication.
36. (a) What is the importance of communication in organization?
[OR]
(b) What are the different types of formal communication network?
37. (a) Write a short note on the layout of business letters.
[OR]
(b) Write a short note on memorandum.
38. (a) Discuss the essentials of a good business report.
[OR]
(b) What are the advantages of using e-mail?
39. (a) What are the merits of oral communication?
[OR]
(b) Write a short note on agenda of a meeting.
40. (a) What are the main purposes of reading? OR
[OR]
(b) What are the factors involved in job interview?

N1020

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
First Year - First Semester
BUSINESS ENVIROMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Business environment is the sum total of all the factors and forces.....to a business.
(a)Internal (b)Specific
(c)External (d)All of these.
2. The trend of Yoga as a result of COVID -19 relates to _____
(a)Social (b)Political
(c)Technological (d)Legal
3. _____ refers to all forces which have an economic impact
(a)Technological Environment (b)Political Environment
(c)Economic Environment (d)Legal environment
4. Which of the following is an example of social environment?
(a)Money supply in the economy (b)Consumer Protection Act
(c)The Constitution of the country (d)Composition of family
5. Micro environment is also called as _____.
(a)general environment. (b)operating environment.
(c)economics environment. (d)political environment.
6. Study of human population is called as _____ environment.
(a) political (b)social
(c) demographic (d)economic

7. Which of the following is NOT an external factor in the business environment?
- (a)Government regulations
(b)Company culture
(c)Economic conditions
(d)Competitor actions
8. Examples of environmental stressors are _____.
- (a)Weather
(b)Financial problems
(c)Substandard housing
(d)All are correct
9. _____ stresses the philosophy of individualism believing in private ownership of all agents of production.
- (a)Socialism
(b)Communism
(c)Capitalism
(d)Nanoism
10. _____ stresses the negative consequences of failure to study the environment
- (a)William F.glueck.
(b)Lawrence R.jauch.
(c)Jothi.
(d)None of the above.
11. What is the significance of Foreign Direct Investment (FDI) in a country's financial environment?
- (a)It leads to a decrease in economic growth.
(b)It contributes to increased unemployment.
(c)It enhances capital inflow and economic development.
(d)It has no impact on the financial system.
12. Which of the following is NOT a role of financial institutions?
- (a)Providing loans and credit facilities
(b)Facilitating financial intermediation
(c)Regulating environmental policies
(d)Safeguarding deposits and investments

13. _____ environment sets the basis for developmental activity of the business system.
- (a) Financial environment
(b) Technology environment
(c) Global environment
(d) Macro environment
14. The rights of a patentee are _____.
- (a) Sell or distribute
(b) License
(c) Assign the property to others
(d) All of the above
15. What were the reasons for introducing the economic reforms in 1991?
- (a) The Gulf war
(b) The negative balance of payments
(c) Increase in fiscal deficit
(d) All of the above
16. How many industries were reserved only for the public sector before the deregulation of the industrial sector in 1991?
- (a) 20
(b) 17
(c) 24
(d) 19
17. _____ economy is not owned or managed by the government but owned by private individuals.
- (a) Social
(b) Capitalist
(c) Mixed
(d) Macro
18. Government's policy towards industries is called as _____.
- (a) economic policy.
(b) industrial policy.
(c) monetary policy.
(d) work policy.

19. In India liberalization and privatization began from _____
- (a)1991 (b)1971
(c)1981 (d)1947
20. Governments policy towards industries is called as _____.
- (a)economic policy (b)industrial policy
(c)monetary policy (d)work policy
21. Which can be a method of privatization
- (a)Denationalization (b)Purchasing shares
(c)Takeover (d)Merger
22. The techniques of privatization are contract _____ and concession.
- (a)building (b)free
(c)leases (d)hire purchase
23. WTO aims at
- (a)Establishing rules for domestic trade (b)Restricting trade practices
(c)Liberalising international trade (d)None of these
24. How many dimensions of CSR are defined by Caroll?
- (a)6 (b)5
(c)4 (d)3

25. CSRC stands for.....
- (a)Company Social Reforms Committee (b)Corporate Social Responsibility Committee
(c)Committee for Social Responsibility Commitments (d)None of these
26. Which among the following is a claimant of social responsibility of business?
- (a)Shareholders (b)Consumers
(c)Local community (d)All the above
27. Minimum number of members in case of public company_____
- (a) 1 (b)2
(c)5 (d)7
28. Public company should start business only after getting certificate of_____.
- (a)Incorporation (b)Commencement of business
(c)None of these (d)both a and b
29. The state recorded highest value of overall sex ratio is _____
- (a)TamilNadu (b)Andra Pradesh
(c)Kerala (d)Damen and die
30. India is good example for _____economy
- (a) socialist (b)mixed
(c) capitalist (d)communist

31. The economic system in which both public and private sectors co exist is known as ___ economy
(a)capitalism (b)socialism
(c)democratic (d)republic
32. Who is the nodal agency for disinvestment in India?
(a)Department of Economic Affairs (b)Department of Financial Services
(c)Department of Revenue (d)Department of Investment and Public Asset Management
33. The era of deregulation / liberalization begin in _____
(a)1950and51 (b)1980
(c)1991 (d)1960

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Write a short note explaining the old and new concept of business.
[OR]
(b) explain in detail the various components of the economic scenario.
35. (a) Briefly discuss the barriers to culture
[OR]
(b) Describe regional policy in independent India.
36. (a) Discuss all the features of a capitalist system.
[OR]
(b) Write a short note on NABARD.
37. (a) Discuss various forms of intellectual property rights.
[OR]
(b) What is the regulatory role of government?
38. (a) Assess the New Industrial Policy, 1991.
[OR]
(b) Write a short note on nature of privatization.
39. (a) What do you understand by commodity agreement?
[OR]
(b) Explain the causes of growing awareness for social responsibility.
40. (a) Explain the emergence of the cooperative sector.
[OR]
(b) Differentiate between unemployment and disguised unemployment.

N1021

Common for BA/ BBA DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
First Year - First Semester
FINANCIAL ACCOUNTING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. _____ is associated with recording, classifying and summarizing financial transactions and preparing statements relating to the business.
(a) Management Accounting (b) Cost Accounting
(c) Financial Accounting (d) Auditing
2. Book-keeping is mainly concerned with _____.
(a) Recording of financial data (b) Designing the systems in recording, classifying and summarizing the recorded data
(c) Interpreting the data (d) Printing the financial data.
3. It is essential to standardize the accounting principles and policies in order to ensure _____.
(a) Transparency (b) Consistency
(c) Comparability (d) All the three
4. Prepaid insurance is _____.
(a) Nominal Account (b) Personal Account
(c) Real Account (d) Outstanding Liability
5. _____ is an event that has an impact on entity's financial statements.
(a) Credit Transaction (b) Business Transaction
(c) Cash Transaction (d) Accounting Transaction
6. In Double Entry System of Book-keeping every business transaction affects: _____.
(a) Two accounts (b) Two sides of the same account
(c) The same account on two different dates (d) The different account on different dates

7. The process of transferring the debit and credit items from a journal to their respective accounts in the ledger is termed as _____.
- (a) Posting (b) Purchase
(c) Balancing of an account (d) Recording
8. Ledger book is popularly known as _____
- (a) Secondary book of accounts (b) Principal book of accounts
(c) Subsidiary book of accounts (d) Cash book of accounts
9. After the preparation of ledgers, the next step is the preparation of _____.
- (a) Trading balance (b) Trial balance
(c) Profit and loss account (d) Final Accounts
10. The process of finding and correcting these mistakes is called _____.
- (a) Trail Balance (b) Mistake Book
(c) Rectification of Errors (d) All the above
11. _____ represents the Gross Profit/Gross Loss of the concern out of sale and purchase for the particular accounting period.
- (a) Trading Account (b) Profit & Loss Account
(c) Manufacturing Account (d) Balance Sheet
12. Balance sheet shows _____.
- (a) Financial position of the business (b) Profit or loss of the business
(c) arithmetical accuracy of ledger, accounts prepared (d) None of these

13. Provision for discount on creditors _____.
- (a) is shown on the liabilities side of the balance sheet (b) is shown as a deduction from sundry creditors
(c) is shown as a deduction from sundry debtors (d) None of these
14. Balance sheet shows _____.
- (a) Financial position of the business (b) Profit or loss of the business
(c) arithmetical accuracy of ledger, accounts prepared (d) None of these above
15. When the balance as per Cash Book is the starting point, direct deposits by customers are _____.
- (a) Added (b) Subtracted
(c) Not required to be adjusted (d) May or may not be adjusted
16. A debit balance in the depositor's Cash Book will be shown as _____.
- (a) A debit balance in the Bank Statement (b) A credit balance in the Bank Statement
(c) An overdrawn balance in the Bank Statement (d) An opening balance in Bank Statement
17. A bill drawn and accepted by parties without receiving any value for the same is known as _____.
- (a) Bills of Exchange (b) Promissory Note
(c) Accommodation bill (d) None of the above
18. Bills payable a/c is a _____.
- (a) Real a/c (b) personal a/c
(c) Nominal a/c (d) None of the above

19. In the absence of any agreement, partners are liable to receive interest on their loans @_____.
- (a)12% p.a (b)10%p.a
(c)6%p.a (d)8% p.a.
20. Old profit sharing ratio minus new profit sharing ratio is equal to_____.
- (a)Sacrificing ratio (b)Gaining ratio
(c)Capital ratio (d)None of the above
21. Upon retirement of a partner, when goodwill does not appear in the books, retiring partner's share of goodwill is _____.
- (a)at full value (b)to be debited to remaining partners
(c)debited to all partners (d)none of the above
22. The total amount due to a retiring partner is paid-off in_____.
- (a)full (b)installments
(c)as per agreement (d)all of the above
23. Depreciation allows a portion of the cost of a fixed asset to the revenue generated by the _____.
- (a)Fixed Assets (b)Current Assets
(c)Fictitious Assets (d)Intangible Assets
24. Straight Line Method is also known as _____.
- (a)Fixed Instalment Method (b)Fixed Percentage Method
(c)Working Method (d)Reduced Balance Method

25. A company cannot issue _____.
- (a) Redeemable Equity Shares (b) Redeemable Preference Shares
(c) Redeemable Debentures (d) Fully Convertible Debentures
26. To whom dividend is given at a fixed rate in a company?
- (a) To equity shareholders (b) To preference shareholders
(c) To debenture holders (d) To promoters
27. The term redemption means _____.
- (a) Repayment (b) refund
(c) return (d) all the above
28. Under which section of Companies Act 2013, a company can buy back its own shares?
- (a) sec. 68 (b) sec. 81
(c) sec. 62 (d) none of these
29. Issue of additional bonus shares is credited to -----
- (a) Investment account (b) Deposit account
(c) Paid up capital (d) Authorized capital
30. Three Column Cash Book _____
- (a) Trade Discount allowed is recorded on the debit side of Cash Book (b) Cash discount received is recorded on the credit side of the Cash Book
(c) Discount Column are balanced (d) All of the Above

31. In Garner VS Murray, insolvency loss on borne by solvent partners in:
- (a)Capital ratio (b)Profit sharing ratio
(c)Final claims ratio (d)None of the above
32. The main objective of providing depreciation is to_____.
- (a)Create secret reserve (b)Reduce the book value of assets
(c)Allocate cost of the assets (d)increase the book value of assets
33. Joint Life Policy A/c is _____.
- (a)A nominal A/c (b)A Personal A/c
(c)An asset A/c (d)None of the above

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) State the limitation of accounting.
[OR]
(b) Narrate the basic accounting concepts and accounting assumptions.
35. (a) Pass the Opening Entry on January 1, 2016 on the basis of the following information taken from the business of Mr. Sunil: `
- (i) Cash in Hand 2,000
(ii) Sundry Debtors 6,000
(iii) Stock of Goods 4,000
(iv) Plant 5,000
(v) Land and Buildings 10,000
(vi) Sundry Creditors 10,000.
[OR]
(b) What is a special purpose subsidiary book?
36. (a) what are different methods of trial balance.?
[OR]
(b) Discuss the objectives of Final Accounts.
37. (a) Distinguish between Profit and Loss Account and Balance Sheet.
[OR]
(b) List the advantages of keeping an account with a bank.
38. (a) A owes to B `1,000. On 1st January, 2017, A accepts a three months' bill for `975 in full settlement. At the due date the Bill is dishonored. Make journal entries in the books on both A and B.
[OR]
(b) Why assets and liabilities are revalued on admission of a partner?
39. (a) What are the conditions under which a partner retires from the firm?
[OR]
(b) Explain the need of depreciation.
40. (a) Write short note on Redemption of Preference Shares.
[OR]
(b) What is the purpose of issue of rights shares?

N1023

COURSE CODE

200231

B.Com., DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Third Semester
E-COMMERCE
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

- Purchasing and selling products online is referred to as _____.
(a)E-Commerce (b)Cyber-Selling
(c)Hyper-Marketing (d)Euro-Conversion
- Which of the following is not a major form of E-Commerce?
(a)C2B (b)B2C
(c)B2B (d)C2C
- The aspect of E-Commerce that allows for cross-border trade is known as _____.
(a)Interactivity (b)Global reach
(c)Richness (d)Ubiquity
- Which one is an example of an Internet portal?
(a)E-bay (b)Yahoo
(c)Amazon (d)Facebook
- A system of interconnected electronic components or circuits is known as-
(a)Electronic Network (b)Metamarkets
(c)Electronic Markets (d)Marketplaces

N1023

6. Most individuals are familiar with which form of e-commerce?

- (a)B2B
- (b)B2C
- (c)C2B
- (d)C2C

7. "Google" is one of the most popular.....

- (a)Portal
- (b)Browser
- (c)Search Engine
- (d)none of these

8.is the first page of a web site.

- (a)Web page
- (b)home page
- (c)domain
- (d)None of the above

9. In what year was the World Wide Web (WWW) first launched?

- (a)1994
- (b)1992
- (c)1996
- (d)1990

10.is an application layer protocol for distributed, collaborative, hypermedia information systems.

- (a)HTML
- (b)HTTP
- (c)Both of these
- (d)None of these

N1023

11. This is a protocol which allows files to be transferred from one computer to another computer.
- (a)TCP/IP (b)FTP
(c)HTTP (d)None of these
12.is a set of standards developed in the 1960s to exchange business information and to do electronic transactions.
- (a)EDI (b)Protocols
(c)TCP/IP (d)None of these
13. Which type of commercial enterprise is focused on selling goods and services over the internet?
- (a)Indirect Marketing (b)Online Direct Marketing
(c)Brick & Mortar (d)Marketplace
14. The idealistic market that was envisioned at the commencement of the development of electronic commerce is known as _____
- (a)Bertrand market (b)Baxter market
(c)Bailey market (d)Bergman market
15. Who protects system from external threats?
- (a)firewall (b)EDI
(c)ERP (d)Script kiddies

N1023

16.are program developed by some dishonest people to destroy the computer system and the valuable information in it.
- (a)Network firewall (b)computer virus
(c)both of these (d)None of these
17.is a card with a microchip that can be used instead of cash and coins for everything from vending machines to public transportation.
- (a)Debit Card (b)Electronic purse
(c)credit card (d)None of these
18.encrypts payment card transaction data and verifies that both parties in the transaction are genuine.
- (a)SSL (b)SET
(c)both of these (d)None of these
19.is a kind of payment card that transfers fund directly from the consumer's bank account to the merchants account.
- (a)Debit Card (b)Electronic purse
(c)credit card (d)Any of these
20. A person's _____ are all the groups that have a direct or indirect influence on their attitudes or behavior.
- (a)Reference groups (b)Dissociative groups
(c)Inspirational groups (d)None of the above

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21. Which of the following is not a party of SCM ?

- (a)Suppliers
- (c)Distributors

- (b)Manufacturers
- (d)Customers

22. _____ is a function of E-Commerce.

- (a)Marketing
- (c)Finance

- (b)Supply Chain
- (d)All the above

23. What is wireless communication?

- (a)Sending data from one location to with the use of physical medium
- (c)Sending data from one location to another without the use of virtual medium

- (b)Sending data from one location to another without the use of physical medium
- (d)None of the mentioned

24. Which of the following is a universally adopted shape of cell?

- (a)Hexagon
- (c)Circle

- (b)Square
- (d)Triangle

25. Which of the following is the knowledge that people carry in their minds and is, therefore, difficult to access?

- (a)Explicit knowledge
- (c)Procedural knowledge

- (b)Tacit knowledge
- (d)Declarative knowledge

N1023

26. Knowledge Management is _____.
- (a) a discipline
 - (b) based on information
 - (c) digital network
 - (d) the process of capturing and using expertise
27. What are NEFT and RTGS about?
- (a) Cheque truncation process
 - (b) Electronic fund transfer from bank to bank
 - (c) Electronic payment products within a bank
 - (d) Various deposit products.
28. What is the full form of EFT?
- (a) Electronic Funds Transfer
 - (b) Efficient Funds Transfer
 - (c) Effective Funds Transfer
 - (d) Electronic Foreign Transfer
29. Which of the following is a method of transferring money from one person's account to another.
- (a) electronic check
 - (b) credit card
 - (c) e-transfer
 - (d) none of the above
30. Which type of add appears on a web page?
- (a) pop-under ad
 - (b) Pop-up ad
 - (c) Banner ad
 - (d) Discount ad

N1023

31. A combination of software and information designed to provide security and information for payment is called a what?
- (a)digital wallet (b)pop up ad
(c)shopping cart (d)encryption
32. In buyer decision process, percentage of potential customers in a given target market is called_____
- (a)company funnel (b)customer funnel
(c)retailers funnel (d)marketing funnel
33. Which among the following is not an example for computer virus ?
- (a)Chernobyl (b)Melissa
(c)I Love You (d)None of these

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Bring out the role of Internet and Web in E-Commerce.
- [OR]
- (b) Explain about the steps to develop the e-commerce website.
35. (a) Briefly explain the Characteristics of Internet.
- [OR]
- (b) Describes the Types of Internet Connections.
36. (a) Write about the various protocols used in TCP/IP suite.
- [OR]
- (b) Mention the features of Data Warehouse.
37. (a) Benefits of Online Marketing.
- [OR]
- (b) Narrate the Different types of viruses.
38. (a) Explain the different types of e-payment systems.
- [OR]
- (b) Write a short note on E-customer relationship management.
39. (a) Outline the various functions of SCM.
- [OR]
- (b) List out the working principle of WAP.
40. (a) Briefly explain about the knowledge creating process.
- [OR]
- (b) State the benefits of using NEFT.

N1023

N1024

COURSE CODE

200232

B.Com DEGREE EXAMINATIONS MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Third Semester
AUDITING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. A duty of an auditor to verify whether loans and advances have been properly secured or not is referred to as
(a) Statutory duties (b) Contract duties
(c) Certain duties imposed by legal court decision (d) Duties arising out of professional etiquette
2. The rights and duties of an auditor are covered under _____ of the Company Act 2013
(a) Section 153 (b) Section 141
(c) Section 128 (d) Section 143
3. _____ means 'an inquiry in to the value, ownership, title, existence, possession, and presence of any charge on the assets'.
(a) Ratio analysis (b) Verification
(c) Recording (d) Book Keeping
4. Which of the following is required while vouching Cash Purchase?
(a) Examine Debtor Ledger (b) Examine Cash Sale
(c) Examine Credit Sale (d) Examine payment in cash book
5. The Word audit is derived from the Latin word audire which means _____.
(a) Activate (b) Listen
(c) Think (d) Search

N1024

6. The main objective of an internal check system is to _____
- (a) Prevent fraud and errors
(b) Detect frauds
(c) Help in auditing in depth
(d) Detect errors
7. The most comprehensive type of audit is the system audit, Which examines suitability and effectiveness of the system as a whole.
- (a) Quantity
(b) Quality
(c) Preliminary
(d) Sequential
8. The _____ is also expected to provide the resources needed and select staff member to accompany the auditors.
- (a) Auditor
(b) Client
(c) Internal audit
(d) Auditee
9. Auditor shall report on the accounts examine by him _____
- (a) To the shareholder
(b) To the court
(c) To the bank
(d) To the general public.
10. When a transaction has not been recorded in the books of accounting either wholly or partially such errors called as _____
- (a) Error of commission
(b) Error of omission
(c) Compensating error
(d) Error of principle

11. Vouching of the balancing of all income and expenses account is known as vouching of _____
- (a) Personal ledger. (b) Impersonal ledger.
(c) Cash (d) Sales
12. The auditor of a government company shall be appointed by _____.
- (a) The government Company itself (b) The central government
(c) The share holders (d) The debenture holder
13. The liabilities of an auditor can be _____.
- (a) Civil (b) Criminal
(c) Civil and Criminal (d) Official
14. A vacancy caused by resignation of an auditor is filled by _____.
- (a) Board of directors. (b) Managing directors
(c) General meeting (d) Central government
15. Cost audit under section 233 (B. of the companies act is _____.
- (a) Voluntary (b) Compulsory
(c) Advisable (d) Avoidable

16. An auditor who accepts and audit but does not possess the industry expertise of the business entity should _____.
- (a)Engage experts
(b)Obtain knowledge of matter the relate to the nature of entity business
(c)Inform management about it.
(d)Take help of other auditors.
17. In determining the leave of materiality for an audit what should not be considered?
- (a)Prior years errors.
(b)The auditor remuneration.
(c)Adjusted interim financial statement
(d)Prior year financial statement
18. The quality of audit working papers compiled on engagement would most be affected by _____.
- (a)Management integrity
(b)Audit experience and professional judgement
(c)Auditor qualification
(d)Control risk.
19. In case the directions fail to appoint first auditors, the shareholders shall appoint them at _____ by passing a resolution.
- (a)A general meeting
(b)First annual general meeting
(c)Statutory meeting
(d)Annual general meeting
20. Auditor of a _____ company does not have right to visit foreign branches of the company.
- (a)Unlimited liability
(b)Manufacturing
(c)Banking
(d)Non-profit making

21. The nature, timing and extent of substantive procedures is related to assessed level of control risk
- (a) Randomly
 - (b) Disproportionately
 - (c) Directly
 - (d) Inversely
22. The working Paper which auditor prepares for financial statement audit are _____
- (a) Evidence for audit conclusion
 - (b) Owned by the client
 - (c) Owned by the auditor
 - (d) Retained in auditor's office until a change in auditors
23. The inventory consists of about one percent of all assets. The client has imposed restriction on auditor to prohibit observation of stock take. Auditors cannot apply alternate audit procedures.
- (a) Unqualified opinion
 - (b) Qualified opinion
 - (c) Disclaimer of opinion
 - (d) Adverse opinion
24. For vouching of which item, the auditors is most likely to examine cost records?
- (a) Commission earned
 - (b) Bad debts recorded
 - (c) Credit sales
 - (d) Sale of scrap
25. In order to vouch, which of the expenses, the auditors will examine Bill of entry?
- (a) Custom
 - (b) Excise duties
 - (c) Sales tax
 - (d) Income tax

26. Which of the following assets is least likely to be subjected to line?
- (a) Freehold land (b) Plant and machine
(c) Leasehold property (d) Motor vehicles
27. Which of the following is not an inherent limitation of internal control system?
- (a) Management override (b) Collusion among employees
(c) Inefficiency of internal auditor (d) Abuse of authority
28. Instruction of audit issued by controller and auditor general of India _____.
- (a) Statutory audit (b) Final audit
(c) Management audit (d) Government audit
29. A number of checks and controls exercised in a business to ensure its efficient working are known as _____.
- (a) Internal check (b) Internal Control
(c) Internal audit (d) Interim Check
30. Treating revenue expenditure as capital expenditure is case of _____.
- (a) Fraud (b) Misappropriation of goods
(c) Misappropriation of cash (d) Manipulation of accounts

31. Audit is a fact -finding process the compares actual results with _____
- (a)Specified standards and plans (b)Expected result
(c)Premature result (d)Preliminary result
32. Auditing standards differ from auditing procedures in that procedures relate to _____.
- (a)Measure of performance. (b)Audit principles.
(c)Acts to be performed (d)Audit judgments.
33. Auditing deals with checking, verification and examination of _____
- (a)Finance (b)Accounts
(c)Management (d)Risk

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What are the personal qualities required for an auditor?
[OR]
(b) How would you, as a company auditor, undertake audit of share capital transaction?
35. (a) Explain the different duties of a company auditor.
[OR]
(b) What are the duties of an auditor as regards verification of assets?
36. (a) Distinguish between Government audit and Commercial audit
[OR]
(b) How will you distinguish continuous audit and periodical audit? What are the advantages of periodical audit?
37. (a) Describe the rights and duties of a company auditor.
[OR]
(b) Explain the classification of auditing. Give out the merits and demerits of each
38. (a) Explain the procedure to be followed in vouching of cash receipts
[OR]
(b) Distinguish between (a) Auditing, (b) Assurance Standard, (c) Accounting Standards.
39. (a) Explain the importance of vouching in auditing. What are the points to be considered in examining vouchers?
[OR]
(b) Discuss in brief the procedure for vouching the items appearing on the receipts side of the cash book.
40. (a) What are the qualities of an auditor under the Indian companies Act?
[OR]

(b) Discuss the scope of the financial audit as per relevant standard on auditing. What are the basic principles government the financial audit?

N1024

B.com. DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Third Semester
Merchant banking and Financial Services
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. The term 'Merchant Bank' is used in_____.
(a)United States (b)United Kingdom
(c)America (d)India
2. _____ is basically a savings and investment corporation.
(a)UTI (b)IDBI
(c)SBI (d)RBI
3. ----- covers the entire range of services provided by a merchant banker
(a)Project counseling (b)Corporate counseling
(c)Credit syndication (d)Market makers
4. The public issue made by a corporate entity for the first time in its life is called 'Initial Public Offer'(IPO)
(a)'Initial Public Offer'(IPO) (b)private offer
(c)public and private offer (d)all of the above.
5. A method of marketing of securities whereby the issuer makes the offer of sale to individuals and institutions privately without the issue of a prospectus is known as 'Private Placement Method'.
(a)Private placement method (b)public offer
(c)'Initial Public Offer'(IPO) (d)None of the above.

6. The primary role of the _____ is to purchase securities from the issuer and resell them to investor.
- (a)Underwriter (b)Shareholder
(c)Banker (d)public
7. A company can raise capital through the primary market in the form of_____.
- (a)Equity shares (b)Preference shares
(c)Debentures (d)All of the above
8. Normally, debentures above_____ years cannot be issued.
- (a)7 (b)2
(c)5 (d)9
9. The total underwriting obligation of an underwriter should not exceed _____of his networkth.
- (a)20 times (b)10 times
(c)5 times (d)7 times
10. Financial intermediaries provide services on the basis of non-fund activities, also called _____.
- (a)Participating activity (b)Fee based activity
(c)Commission based activity (d)Salary based activity

N1025

11. Financial service companies exclude _____.
- (a) Commercial banks (b) Insurance companies
(c) Sole proprietorship (d) Crepitating agencies
12. The process of holding shares in electronic form is known as _____.
- (a) Demutualization (b) Dematerializations
(c) Speculation (d) None of the above
13. In India, the company which actually deals with the corpus of the mutual funds is called _____.
- (a) Sponsor company (b) Trustee company
(c) Asset Management Company (d) Mutual fund company
14. The facility offered to investors to shift from one scheme to another under the same fund is called _____.
- (a) Rollover facility (b) repurchase facility
(c) reissue facility (d) lateral shift facility.
15. The corpus of the fund and its duration are prefixed under _____ funds.
- (a) Close-ended (b) open ended
(c) close and open ended (d) all of the above

N1025

16. _____ is a method of renting assets.
- (a) Hire purchase (b) Lease
(c) Hedge finance (d) Credit rating
17. In India, the first leasing company was set up by Chidambaram group in _____ year in madras.
- (a) 1973 (b) 1979
(c) 1985 (d) 1947
18. The amount paid at the time of hire purchase agreement is known as
- (a) Installment (b) Down payment
(c) Cash price (d) Hire purchase price
19. Under hire purchase system, the agreement can be _____ any time.
- (a) Renewed (b) registered
(c) terminated (d) endorsed
20. A merger happens between two companies that operate in similar industries and are direct competitors is called _____.
- (a) Horizontal merger (b) Vertical merger
(c) Conglomerate (d) Congeneric merger

N1025

21. The valuation method where the target company's value is calculate based on its future cash flows is called_____.
- (a)Comparable company analysis (b)Discounted cash flow (DCF) method
(c)Comparable transaction analysis (d)None of the above
22. The fundamental analysis approach has been associated with _____.
- (a)Uncertainties (b)Certainties
(c)Ratios (d)Balance sheet
23. The main objective of portfolio is to reduce _____ by diversification.
- (a)Return (b)Risk
(c)Uncertainty (d)Percentage
24. The asset generally not suitable for securitization is_____.
- (a)Receivable from government department (b)Trade receivable
(c)Hire purchase (d)Mortgage loan
25. _____ is an interest free loan provided by VCFs without any predetermined repayment schedule.
- (a)Conventional loan (b)Conditional loan
(c)Income notes (d)Hire Purchase

N1025

26. In _____ method the starting time & exit time of the venture investment is only considered.
- (a)Conventional valuation method (b)First Chicago method
(c)Revenue multiplier method (d)Critical Path Method
27. _____ is a long term risk capital to finance high technology projects which involve risk but at same time has strong potential for growth.
- (a)Venture capital (b)hedge finance
(c)Merchant banker (d)hire purchaser.
28. Find the odd man out _____.
- (a)Commercial paper (b)share certificate
(c)Certificate of deposit (d)treasury bill
29. The Inflation free instrument _____.
- (a)Option bond (b)Index linked gild bond
(c)variable rate discount (d)Deep discount bond
30. Non-banking companies should compulsory get credit rating for their _____.
- (a)Capital market instruments (b)Money market instruments
(c)Debt market instrument (d)All of the above

N1025

31. The first bank in india to start factoring business to _____.
- (a)Canara bank (b)State bank of India
(c)Indian bank (d)ICICI bank
32. Under factoring, the factor acts in the capacity of _____.
- (a)An agent of his client (b)a trustee
(c)a holder for value (d)an administrator
33. _____ is a technique by which a financing agency discounts an export bill and pays ready cash to the exporter.
- (a)Mutual fund (b)Leasing
(c)Forfeiting (d)Securitization fund

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Explain the Origin of Merchant Banking.
- [OR]
- (b) Bring out the Merchant Bankers as Lead Manager.
35. (a) Narrate the Advantages of Underwriting.
- [OR]
- (b) Explain the Sources of funding are available to Companies.
36. (a) Bring out the Online Trading.
- [OR]
- (b) Explain the SEBI (Depository and Participants) Regulation Act 1996.
37. (a) Explain the Advantages of Mutual Funds.
- [OR]
- (b) Explain the Types of Lease .
38. (a) State the Disadvantages of Hire Purchase System.
- [OR]
- (b) Explain the Legal Aspect of Mergers and Acquisitions.
39. (a) Explain the Portfolio Performance Evaluation methods.
- [OR]
- (b) What are the Benefits of Securitization?
40. (a) State the importance of venture capital.
- [OR]
- (b) Explain the different types of factoring.

N1025

B.Com., DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Third Semester
MANAGERIAL ECONOMICS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. In economics, desire backed by purchasing power is known as
 - (a)Utility
 - (b)Demand
 - (c)Consumption
 - (d)Scarcity

2. In the case of perfect elasticity, the demand curve is
 - (a)Vertical
 - (b)Horizontal
 - (c)Flat
 - (d)Steep

3. _____ means relationship between demand and its various determinants expressed mathematically
 - (a)Demand extension
 - (b)Demand contraction
 - (c)Demand analysis
 - (d)Demand function

4. Outlay method of measurement of elasticity is also called as
 - (a)Percentage method
 - (b)Expenditure method
 - (c)Point method
 - (d)Geometric method

5. _____ is the process of finding current values of demand for various values of prices and other determining variables.
 - (a)Demand Estimation
 - (b)Demand analysis
 - (c)Demand function
 - (d)Demand forecasting

6. _____ demand forecasting is related to the business conditions prevailing in the economy as a whole
- (a) Macro level (b) Industry level
(c) Firm level (d) Consumer level
7. Pricing is done on the basis of managerial decisions, not on the basis of cost, demand etc...
- (a) Managerial pricing (b) Administered pricing
(c) Full cost pricing (d) Competitive pricing
8. The proportionate change in the quantity demanded of a commodity in response to change in the price of another related commodity is called
- (a) Price elasticity (b) Related elasticity
(c) Cross elasticity (d) Income elasticity
9. The architect of the theory of monopolistic competition
- (a) Rosenstein Roden (b) JR Hicks
(c) Karl Marx (d) Chamberlin
10. Which is not a property of ISOQUANT?
- (a) Downward sloping (b) Convex
(c) Negative slope (d) Positive slope

11. Selling at a lower price in export market and at a higher price at home market is called
- (a)Export subsidy (b)Dumping
(c)Price cut (d)Skimming
12. The function of combining the other factors of production is done by
- (a)land (b)labour
(c)Capital (d)Entrepreneurship
13. _____ means the total receipts from sales divided by the number of unit sold.
- (a)Average revenue (b)Total revenue
(c)Marginal revenue (d)incremental revenue
14. Law of demand shows the functional relationship between _____ and quantity demanded
- (a)Supply (b)Cost
(c)Price (d)Requirements
15. _____ is situation of severely falling prices and lowest level of economic activities
- (a)Boom (b)Recovery
(c)Recession (d)Depression

16. Tea and coffee are
- (a) Complimentary goods
 - (b) Substitute goods
 - (c) Supplementary goods
 - (d) Reserve goods
17. The market with a single producer"
- (a) perfect competition
 - (b) monopolistic competition
 - (c) oligopoly
 - (d) monopoly
18. A consumers demand curve can be obtained from:
- (a) ICC
 - (b) Engel curve
 - (c) Lorence curve
 - (d) PCC
19. Fixing high price during the introduction is called
- (a) skimming
 - (b) penetrating
 - (c) full cost pricing
 - (d) target pricing
20. _____ is an "objective assessment of the future course of demand"
- (a) Demand Estimation
 - (b) Demand analysis
 - (c) Demand function
 - (d) Demand forecasting

21. The concept of Elasticity of Demand was introduced by
- (a) Alfred Marshall (b) Lionel Robbins
(c) Adam Smith (d) M Keynes
22. Average revenue is the revenue per
- (a) unit commodity sold (b) total commodity sold
(c) marginal commodity sold (d) marginal price sold
23. Whenever _____ is greater than average total cost, average total cost is rising.
- (a) Marginal cost (b) Variable cost
(c) Fixed cost (d) Full cost
24. Iso-cost line indicate the price of
- (a) Output (b) Inputs
(c) Finished goods (d) Raw material
25. Method of demand forecasting is also called "economic model building"
- (a) Opinion survey (b) Complete enumeration
(c) Correlation and regression (d) Delphi method

26. The relationship between price and quantity demanded is
- (a)Direct (b)Inverse
(c)Linear (d)Non-linear
27. Decision making and _____ are the two important functions of executive of business firms
- (a)Forward planning (b)Directing
(c)Supervising (d)Administration
28. The marginal revenue equation can be derived from the:
- (a)Demand equation (b)Supply equation
(c)Cost equation (d)Price equation
29. In economics _____ means 'a state of rest 'or 'stability'
- (a)Depression (b)Equilibrium
(c)Maturity (d)growth
30. Marginal revenue is _____ at the quantity that generate maximum total revenue and negative beyond that point.
- (a)Zero (b)One
(c)+1 (d)-1

31. Which one of the following is an internal factor influencing pricing
- (a)demand (b)competition
(c)distribution channel (d)product life cycle
32. In business cycle concept, the period of "long wave" is of;
- (a)25 years (b)50 years
(c)100 years (d)200 years
33. Growth curve approach is used for forecasting demand of _____ products
- (a)New (b)Old
(c)Existing (d)Both old and existing

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Indicate the scope of managerial economics
- [OR]
- (b) State the practical importance of price elasticity of demand.
35. (a) What methods are available for forecasting the demand for new products?
- [OR]
- (b) What are the determinants of supply?
36. (a) What are the assumptions of the law of variable proportion?
- [OR]
- (b) How cost is analyzed in the long run in association with the output?
37. (a) "The concept of profit is mixed and vexed one" – Explain.
- [OR]
- (b) Analyze the relationship between Revenue and Price elasticity of Demand.
38. (a) When will be price determination possible and profitable?
- [OR]
- (b) What do you mean by Oligopoly? State out its importance.
39. (a) Why should we measure Macro economics?
- [OR]
- (b) How do you analyze consumption function?
40. (a) "Monetary and Fiscal policies are complementary" – Discuss.
- [OR]
- (b) List down the features of business cycle.

N1027

COURSE CODE

200241

B.Com DEGREE EXAMINATIONS, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Fourth Semester
INSURANCE MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Following is/are the risk management methods

(a) Derivatives

(b) Hedging

(c) insurance

(d) all of the above

2. Which of the following helps in "Risk improvement"?

(a) ambulance

(b) salvage crops

(c) fire brigade

(d) engineers who survey property to be insured

3. The cause of loss or a contingency that may cause a loss is known as _____

(a) Hazard

(b) peril

(c) Risk

(d) Uncertainty

4. The concept of insurance is _____

(a) to make money out of death

(b) to earn interest

(c) to earn a status

(d) to share losses by many

5. Insurance cannot prevent the occurrence of risk but it provides for the _____

(a) Losses of risk

(b) Occurrence of risk

(c) Chance of risk

(d) None of these

N1027

6. The insurance industry till august 2000 had only two nationalised players, LIC and _____.
- (a)NI (b)GIC
(c)IRDA (d)None of these
7. A Surveyor's role includes _____.
- (a)Checking the admissibility of the loss (b)Quantification of the loss
(c)Giving comments on the loss (d)Reporting major losses to IRDA
8. Which of the following is the main objective of IRDA:
- (a)To take care of the policy holder interest (b)To open the insurance sector for private sectors
(c)To supervise the activities of intermediaries (d)All of the above
9. IRDA Act. 1999 defines insurance intermediary as one including also _____.
- (a)Insurance broker (b)UTI Agent
(c)Sarpanch (d)Medical Examine
10. In India, the insurance Act was enacted in _____
- (a)1947 (b)1956
(c)1857 (d)1938

11. _____policy matures on the assured death or on his attainment of a particular age whichever occurs earlier.
- (a)Endowment (b)Money back
(c)Joint life (d)Single premium
12. The Premium is lowest for _____.
- (a)Term insurance (b)whole life policy
(c)Money back policy (d)Endowment policy
13. Which of the following is children's policy of LIC?
- (a)Jeevan chanya (b)Jeevan vishwan plan
(c)Jeevan sathi plan (d)Jeevan shree
14. Which is the consequential loss in the fire insurance?
- (a)Loss of profit on account of fire (b)property damaged by matter used for extinguishing fire
(c)loss due to collapse of walls at the time of fire (d)None of the above
15. Which of the following is an accidental loss by fire?
- (a)loss pf profit on account of fire (b)loss on account of delay
(c)Damage caused by a fire brigade in carrying out its (d)loss of market
fire fighting operation

16. The major law governing marine insurance in India is _____.
- (a)English Marine Insurance Act, 1906
(b)Marine Insurance Act,1963
(c)IRDA Act,1999
(d)Heneral Insurance Nationalization Act, 1972
17. Public liability insurance Act was enacted in _____.
- (a)1930
(b)1990
(c)1991
(d)1995
18. Motor insurance was first launched in _____.
- (a)U.S.A
(b)U.K.
(c)India
(d)Pakistan
19. Mortality tables show_____.
- (a)Mortality patterbs
(b)Mortality rate
(c)factors of mortality
(d)all of the above
20. Mode of premium payment cannot be _____.
- (a)Yearly
(b)Monthly
(c)quarterly
(d)Daily

21. _____ in the insurance are just like the retailers of any consumer product who help in selling and distributing the product.
- (a)surveyors (b)loss assessors
(c)agents (d)banks
22. ----- are agents but they can sell policies of several life and non-life insurance companies at a time.
- (a)surveyors (b)loss assessors
(c)agents (d)banks
23. The general insurance corporation is a holding company, which has ____ subsidiary companies.
- (a)10 (b)12
(c)4 (d)6
24. _____ are used as a valuable tool/aid to rate making & underwriting.
- (a)engineering services (b)market research
(c)personnel management (d)legal advice
25. An instrument by which a pure risk is transferred by a party other than insurer is _____
- (a)Insurance (b)Retention
(c)Non Insurance Transfer (d)Reinsurance

26. "Defective products" is an example of which loss exposure:

(a)property loss exposure

(b)human resource loss exposure

(c)crime loss exposure

(d)liability loss exposure

27. The medias used for direct marketing are _____.

(a)Direct Mail

(b)Telephone Contacts

(c)Kiosks

(d)All of the above

28. A bancassurance started in India was _____.

(a)2002

(b)2003

(c)2001

(d)2000

29. TAC stands for _____.

(a)Trade Advisory Corporation

(b)Trade Advisory Committee

(c)Tariff Advisory Corporation

(d)Tariff Advisory Committee

30. Except life assurance the maximum term of other insurance is _____.

(a)12 Months

(b)24 Months

(c)6 Months

(d)36 Months

N1027

31. The idea of an insurance ombudsman was mooted in the year:

- (a)1998 (b)1938
(c)1986 (d)1990

32. _____ is a contract between two or more insurance companies by which a portion of the risk of loss is transferred to another insurance company.

- (a)Double insurance (b)Reinsurance
(c)Treaty insurance (d)Banc-assurance

33. _____ happens when an insurance company has undertaken more risk burden on its shoulders than its bearing capacity _ is a device to reduce the risk.

- (a)reinsurance, reinsurance (b)double insurance, reinsurance
(c)double insurance, double insurance (d)reinsurance, double insurance

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Write a brief note on risk insurance management process.

[OR]

(b) Briefly explain the various principles of insurance.

35. (a) Discuss the contribution of insurance to growth and development.

[OR]

(b) Explain the special features of IRDA.

36. (a) What are factors influencing the key functioning of insurance organization insurable interest.

[OR]

(b) What are the Features of a fire insurance contract?

37. (a) Explain the procedure of effecting motor insurance.

[OR]

(b) Explain the Activities of LIC.

38. (a) Explain the various types of risk.

[OR]

(b) What are factors the affect by underwriters?

39. (a) How to make a Claim under Motor insurance?

[OR]

(b) What are the principles of insurance pricing and marketing?

40. (a) What are the importance of financial management in insurance companies?

[OR]

(b) What are the functions of reinsurance.

N1028

COURSE CODE

200242

B.C.om DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Fourth Semester
BUSINESS STATISTICS
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Statistics can

- (a)prove anything
- (c)give exact results

- (b)disprove anything
- (d)neither prove nor disprove anything

2. neither prove nor disprove anything

- (a)survey
- (c)analysis

- (b)method
- (d)inference

3. The sum of the deviations of individual observations is zero from

- (a)median
- (c)actual mean

- (b)mode
- (d)weighted mean

4. The positional measure of central tendency is

- (a)Geometric mean
- (c)Mean

- (b)Harmonic mean
- (d)Median

5. The probability of any event lies between

- (a)1 and 2
- (c)-1 and 0

- (b)-1 and +1
- (d)0 and 1

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6. In measuring the probability of any certain event, the zero represents.
- (a)impossible events (b)possible events
(c)certain event (d)sample event.
7. In binomial probability distribution, the dependents of standard deviations must include
- (a)probability of q (b)probability of p
(c)trials (d)all of above
8. In the Poisson distribution, if the value of μ is integer then the distribution will be
- (a)bimodal (b)unimodal
(c)positive modal (d)negative modal
9. If the point estimate is 8 and the margin of error is 5 then the confidence interval is
- (a)3 to 13 (b)4 to 14
(c)5 to 15 (d)6 to 16
10. In confidence interval estimation, the confidence efficient is denoted by
- (a) $1+\beta$ (b) $1-\beta$
(c) $1-a$ (d) $1+a$

11. The p-value in hypothesis testing represents.

(a) the probability of committing a Type I error

(b) the probability of rejecting the null hypothesis when it is true

(c) the probability of accepting the null hypothesis when it is true

(d) the probability of obtaining the observed sample data or more extreme results, assuming the null hypothesis true.

12. Identify which of the following steps would be included in hypothesis testing

(a) state the null and alternative hypothesis

(b) set the significance level before the research study

(c) estimate all outliers

(d) obtain the probability value using a computer Programme such as SPSS

(e) compare the probability value to the significance level and make the statistical decision

(a) a, b, d, e

(b) a, b, d, c

(c) a, b, c, e

(d) a, b, c, d, e

13. Which among the following are non-parametric statistics?

A. t-test

B. F-test

C. Spearman's rank order correlation

D. Mann-whitney-wilcoxon test

E. Kendall coefficient of concordance

(a) A, B and C only

(b) B, C and D only

(c) B, D and E only

(d) C, D and E only

14. Which test we normally apply for qualitative data?

(a) 't' test

(b) 'F' test

(c) χ^2 chi-square test

(d) 'z' test

15. For computation of 'F' value in one-way Anova, what is the final procedural step?

(a) finding out the within sum of squares

(b) finding out the between sum of squares

(c) finding out the ratio of within and between sum of squares

(d) finding out the ratio of between and within variance

16. coefficient of correlation

- (a) cannot be positive
- (c) Is always positive

- (b) cannot be negative
- (d) can be either positive or negative

17. Coefficient of correlation is independent of

- (a) change of scale only
- (c) change of origin only

- (b) both change of scale and origin
- (d) none of these

18. A relationship is non-linear when

- (a) It is straight line
- (c) both change of scale and origin

- (b) both change of scale and origin
- (d) none of these

19. For the variable X, Y and Z, $r_{xy} = 0.80$, $r_{xz} = 0.64$, and $r_{yz} = 0.79$, the square of multiple correlation coefficient R^2_{xyz} is

- (a) 0.43
- (c) 0.53

- (b) 0.33
- (d) 0.64

20. In regression analysis, if a quantitative variable has 'm' categories, one can introduce

- (a) only m+ 1 dummy variables
- (c) only m dummy variables

- (b) only m- 1 dummy variables
- (d) only 2m variables

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21. Operations generated forecast often not to do with

(a)inventory requirements

(b)resource needs

(c)time requirements

(d)sales

22. Which of the following is not a forecasting technique

(a)Judgmental

(b)time series

(c)time horizon

(d)time horizon

23. Secular trend refers to

(a)short term movement

(b)medium term movement

(c)long term movement

(d)seasonal movement

24. Which of the following are common reasons for studying both secular trends and seasonal variation.

(a)to describe past patterns

(b)to allow the elimination of the component from the series

(c)to project past patterns into the future

(d)all the above

25. Variation in business cycle is an example

(a)cyclical variation

(b)seasonal variation

(c)secular trend

(d)irregular variation

N1028

26. To measure changes in total monetary worth, one should calculate
- (a) price index
 - (b) quantity index
 - (c) value index
 - (d) none of these
27. Circular test is an extension of
- (a) time reversal test
 - (b) factor reversal test
 - (c) unit reversal test
 - (d) none of these
28. The base year should be a
- (a) normal period
 - (b) prosperous period
 - (c) average period
 - (d) abnormal period
29. The purchasing power of money is _____
- (a) not equal to the price index number
 - (b) reciprocal of the price index number
 - (c) reciprocal of the price index number
 - (d) none of the above
30. The best-fitted trend line is one for which sum of squares of residuals or error is
- (a) positive
 - (b) minimum
 - (c) negative
 - (d) maximum

31. The following are the movements in the secular trend
- (a)smooth (b)regular
(c)steady (d)all of the above
32. Graph of time series is called
- (a)line graph (b)trend
(c)historigram (d)histogram
33. Prosperity, Recession and depression in a business is an example of
- (a)irregular trend (b)secular trend
(c)cyclical trend (d)seasonal trend

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Point out the functions of statistics

[OR]

- (b) Calculate the mode from the following data

X	25	30	35	40	45	50	55
F	7	11	17	15	14	10	11

35. (a) Explain briefly Baye's theorem

[OR]

- (b) Bring out the properties of normal distribution

36. (a) Write a short note on consistency.

[OR]

- (b) describe the general procedure to be followed for testing of hypotheses.

37. (a) Enumerate the characteristics of chi-square test

[OR]

- (b) Enumerate the characteristics of chi-square test

38. (a) Calculate the spearman's rank correlation co-efficient

X	50	70	84	96	98	61	70	97	92
Y	60	60	97	90	88	55	92	60	90

[OR]

- (b) From the following data obtain the two-regression equation

X	6	2	10	4	8
Y	9	11	5	8	7

39. (a) Write down the steps in forecasting.

[OR]

(b) Calculate the seasonal indices from the following data using the average method.

Year	I Quarter	II Quarter	III Quarter	IV Quarter
2018	72	68	80	70
2019	76	70	82	74
2020	74	66	84	80
2021	76	74	84	78
2022	78	74	86	82

40. (a) Write a short note on: (i) Cross – cut analysis. (b) Model building approach

[OR]

(b) From the fixed base index number given below, Prepare chain base index number

Year	2015	2016	2017	2018	2019	2020
Index	94	98	102	95	98	100

N1028

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Fourth Semester
OFFICE MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. When new equipment is needed for a medical office, you must decide whether to _____ or purchase the item.
(a) Troubleshooting (b) Manual
(c) Lease (d) Prepay
2. Adding machines or _____ can be used for most routine office calculations.
(a) Interactive (b) Cell
(c) Maintenance (d) Calculators
3. The medical assistant should leave only enough information on an answering machine or fax machine to enable a patient to return the call. This will place the MA in compliance with _____ law.
(a) Maintenance (b) Spoken
(c) HIPAA (d) Warranty
4. The _____ eliminated the need for offices to use carbon paper to reproduce documents as they were being typed and enabled office staff to make unlimited copies.
(a) Photocopier (b) Three
(c) Troubleshooting (d) Prepay
5. To contact a physician who is out of the office, the medical assistant can use a _____ pager to send a message that the physician can read on the display screen
(a) Manual (b) Three
(c) Communication (d) Interactive

6. The best source about maintaining a piece of equipment is the _____ that comes with it because it provides the basic information about setup, functions, special features, & problems that may occur.
- (a)Inventory (b)Manual
(c)Spoken (d)Communication
7. There should be a designated area for use of _____ phones in the medical office.
- (a)Cell (b)Communication
(c)Warranty (d)Personal
8. Prior to purchasing a piece of equipment, the _____ should be evaluated to determine service& parts replacement guarantees.
- (a)Three (b)Warranty
(c)Troubleshooting (d)Spoken
9. _____ contract specifies when equipment will be cleaned, checked for worn parts & repaired.
- (a)Maintenance (b)Prepay
(c)Spoken (d)Communication
10. The _____ of office equipment provides relevant information about the equipment, as well as whether an item is due for replacement.
- (a)Troubleshooting (b)Lease
(c)Inventory (d)Cell

N1029

11. Postage meters apply the exact amount of postage to an envelope & some types can add the name of the practice at the same time postage is applied. However, regardless of the model, you must _____ the postage.
- (a) Troubleshooting (b) Three
(c) Prepay (d) Manual
12. When setting up an automated voice response unit to answer phone calls, remember that the use of more than _____ menu levels may be frustrating to callers.
- (a) Three (b) HIPAA
(c) Lease (d) Warranty
13. The process that is used to solve equipment problems by eliminating simple cause is called _____
- (a) Prepay (b) Maintenance
(c) Lease (d) Manual
14. Dictation transcription equipment is used to convert _____ words into written form.
- (a) Communication (b) Spoken
(c) Lease (d) Calculators
15. One of the medical assistant's responsibilities is maintaining and operating the medical office's _____ equipment.
- (a) Spoken (b) Communication
(c) Calculators (d) Lease

N1029

16. Business means

(a)Commerce

(c)Trade and commerce

(b)Industry and commerce

(d)Selling and buying of goods

17. Which of the following is not an economic activity?

(a)A doctor practicing

(c)A professional cricketer playing cricket

(b)A lawyer practicing law

(d)A student playing cricket

18. Which of the following is an extractive industry?

(a)Cattle breeding

(c)Hunting

(b)Forest cultivation

(d)Flour mills

19. Which of the following is not a manufacturing industry?

(a)Iron and steel works

(c)Fruit canning

(b)Flour mills

(d)Mining

20. A valid definition of a business purpose is to _____.

(a)Create a customer

(c)Serve the society

(b)Maximize profits

(d)Increase the wealth of the firm

N1029

21. Sole-trade organization is also called as _____.
- (a)Individual proprietorship (b)Partnership
(c)Joint stock company (d)Co-operative society
22. Who is dormant partner?
- (a)One who takes no active part in business (b)A working partner
(c)Partner for profits (d)Minor partner
23. In case of minor acting as a partner, his personal properties are _____.
- (a)Liable for the debts of the firm (b)Not liable for the debts of the firm
(c)Partly liable for the debts of the firm (d)Only debts of the firm
24. What is a Document Outline View?
- (a)A preview in a full screen (b)A preview with margins
(c)A View with a margins and gutter (d)A view with a structure of heading at various levels
25. The process of motivation starts from _____.
- (a)Need (b)Action
(c)Behaviour (d)Drive

N1029

26. The functions to be performed in an office can be categorised as _____.
- (a)Primary Functions (b)Secondary Functions
(c)Management Functions (d)Both 'a' and 'c'
27. Implies punching of small holes in a straight line so that some portion of the form can be detached.
- (a)Titling (b)Perforating
(c)Punching (d)None of the above
28. A report is written for a clear purpose and to a particular audience. It should always be
- (a)Accurate (b)Well Structured
(c)Office memos (d)Both 'a' and 'b'
29. FAR stands for
- (a)Fixed Assets Register (b)Fixed Assets Reacquisition
(c)Fixed Assets Remark (d)None of these
30. _____ machine is used to record speech on different media.
- (a)Duplicating (b)Dictating
(c)Telephone answering (d)None of the above

N1029

31. _____ is concerned with developing an organizational chart, classifying various office jobs, assigning work, fixing responsibility and achieving coordination in office jobs.
- (a)Office Systems and Procedures (b)Office Organization
(c)Personnel Administration (d)None of the above
32. The last step in the conduct of a meeting is
- (a)Voting (b)Closing of Meeting
(c)Recording the minutes of the meeting (d)None of the above
33. How should bulk mail be prepared for posting?
- (a)Bundles must only be tied with string (b)Envelopes are bundled in groups of 100
(c)Only DL size envelopes should be used. (d)Envelopes are address side up and facing the same way

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What are the key elements of automation?
[OR]
(b) What are the 7 essential qualities of a leader?
35. (a) What are the differences between line-staff and functional authority?
[OR]
(b) What are the objectives of office system?
36. (a) What are the five 5 major factors that affect location decisions?
[OR]
(b) What are the factors to be considered while lighting an office?
37. (a) Describe the techniques used for work standard
[OR]
(b) Discuss the practical steps/guidelines to be followed while setting up an office
38. (a) What are the benefits of stock management?
[OR]
(b) Explain the guiding principles of Form designing?
39. (a) What are the principles and techniques of record keeping and management methods?
[OR]
(b) Write a short note on a) Wide Area Network b) Hypertext Transfer Protocol (HTTP)
40. (a) What are the benefits of advanced technology in business?
[OR]
(b) Discuss the procedure to be followed in handling the Inwards and outgoing mails.

N1029

N1030

COURSE CODE

200244

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Second Year - Fourth Semester
MANAGEMENT ACCOUNTING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Who coined the concept of management accounting?
(a) Robert Anthony (b) James H Bliss
(c) J. Batty (d) Michael Porter
2. Management accounting assists the management _____.
(a) In planning, direction and control (b) Only in planning
(c) Only in direction (d) Only in control
3. Financial Accounting data is primarily meant for _____.
(a) External users (b) Internal users
(c) Employees (d) Bank
4. Which of the following is a long term budget?
(a) Sales budget (b) Master budget
(c) Capital expenditure budget (d) Fixed budget.
5. Zero based budgeting was first applied by:
(a) Abraham Lincon (b) Jimmy Carter
(c) Peter A phyrr (d) Alex Ouchy

N1030

6. _____ is a planned result that an enterprise aims to attain.
- (a)Forecast (b)Budget
(c)Marginal cost (d)None of the these
7. Standard costing is a yard stick for_____.
- (a)Measuring efficiency (b)Controlling prices
(c)Reducing losses of business (d)Planning business activities
8. Basic standard is established for a_____.
- (a)Long period (b)Short period
(c)Current period (d)Indefinite period.
9. Which of the following is an advantage of standard costing?
- (a)Promoting and measuring efficiencies. (b)Controlling and reducing costs
(c)Helps in fixation of selling prices. (d)All of the above
10. The corrective actions after the analysis of variances has to be taken by_____.
- (a)Cost accountant (b)Management
(c)Both a and b (d)None of the above

11. Sales margin variance due to sales quantities is measured as _____
- (a) Standard profit - Revised standard profit (b) Revised standard profit - Budgeted profit
(c) Standard profit + Revised standard profit (d) Revised standard profit + Budgeted profit
12. The costing method in which fixed factory overheads are added to inventory is _____.
- (a) Direct costing (b) Marginal costing
(c) Absorption costing (d) Standard costing
13. Period cost means _____.
- (a) Variable cost (b) Fixed cost
(c) Prime cost (d) Capital expenditure
14. The formula for Margin of Safety is one of the following _____
- (a) PV ratio/profit (b) Profit/P/v ratio
(c) Profit/sales (d) Contribution/fixed cost
15. Total cost Rs. 60,000
Fixed cost Rs. 30,000
Sales Rs. 1,00,000
Margin of safety _____
- (a) Rs. 70,000 (b) Rs. 57,143
(c) Rs. 42,857 (d) Rs. 90,000

16. Which of the following statements is not true?

- (a) Variable cost per unit remains constant (b) Sunk costs are relevant for decision making
(c) Fixed cost does not change in the same proportion in which production quantity changes (d) The total of all direct costs is known as prime cost

17. Financial statements are meaningful and useful only when they are _____.

- (a) Verified (b) Presented to owners
(c) Analysed and interpreted (d) Published

18. Comparative statements are in the form of _____.

- (a) Horizontal analysis (b) Vertical analysis
(c) External analysis (d) Internal analysis

19. Which of the following items is not an operating expense?

- (a) Office expenses (b) Interest paid
(c) Selling overheads (d) Postage

20. The two elements in a current ratio are current assets and _____.

- (a) Liquid liabilities (b) Quick liabilities
(c) Current liabilities (d) Fixed liabilities

21. Current Ratio indicates _____.

(a)Efficiencyof Management

(b)Ability to meet short term obligations

(c)Profitability

(d)None of these

22. Balance sheet is a statement of _____ of a business at a specified time.

(a)Financial position

(b)Profit & loss

(c)Market value of investments

(d)Replacement cost of the assets

23. Increase in current asset _____.

(a)Increases cash

(b)Does not affect cash

(c)Decreases cash

(d)None of the above

24. The term 'fund' in Fund Flow Statement refers to _____.

(a)Cash

(b)Profit

(c)Working Capital

(d)Reserves

25. Cash flow statement helps in _____.

(a)Long term planning

(b)Short term planning

(c)Projecting sales

(d)Midterm planning

N1030

26. The method of Project Evaluation that does not consider the full serviceable life of the asset is:
- (a) Pay-back Period Method
 - (b) Average Rate of Return Method
 - (c) Net Present Value Method
 - (d) Internal Rate of Return Method
27. Project cost Rs.1.40.000. Economic life is 10 years and annual cash inflow Rs.20,000. Post Pay - back period is _____.
- (a) 3 years
 - (b) 4.5 years
 - (c) 4.4 years
 - (d) 5 years
28. Cash from operations is the result of _____.
- (a) Profit from business activities
 - (b) Cash from business activities and changes in current assets and liabilities
 - (c) Sale of fixed assets
 - (d) Borrowings from outsiders
29. Measurement of the value of human resources is based on the _____.
- (a) Stock concept in accounting
 - (b) Future profit concept
 - (c) Ownership concept of asset
 - (d) None of these
30. In responsibility accounting the organization is divided into different -----centers
- (a) Responsibility
 - (b) Cost
 - (c) Profit
 - (d) None of these

31. The earnings of a firm are required to be distributed among shareholders as _____.
- (a)Shares (b)Debenture
(c)Dividend (d)Bonds
32. When a company keeps the dividends per share constant every year, it is called a _____.
- (a)Fixed rate dividend policy (b)Fixed plus extra dividend policy
(c)Step up dividend rate policy (d)None of the above
33. Share issue to existing shareholders at free of cost from accumulated reserves is called
- (a)Right share (b)Stock share
(c)Sweat share (d)Bonus share

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Bring out the scope of management accounting.

[OR]

- (b) From the following information, prepare a Cash Budget for the period from January, 2017 to April, 2017

	Expected Sales Rs.	Expected Purchases Rs.
January	60,000	48,000
February	40,000	45,000
March	45,000	31,000
April	40,000	40,000

Wages to be paid to workers will be Rs.5,000 p.m. Cash balance on 1st January may be assumed to be Rs.8,000.

35. (a) Standard costing a product requires 20 kgs of material at Rs.4 per kg. The actual consumption of material for the manufacturing of products came to 24 kgs of materials at Rs.4.50 per kg.

Calculate:

- a) Material cost variance
b) Material price Variance.
c) material usage variance.

[OR]

(b)

Calculate labour variances from the following data:

	Standard	Actual
Number of men employed	100	90
Output in Units	5,000	4,800
Number of working days in a month	20	18
Average wages per man per month	200	198

36. (a) The sales turnover and profits during two periods are as under

Period I: Sales Rs. 20 lakhs; Profits Rs. 2 lakhs

Period II: Sales Rs. 30 lakhs; Profits Rs. 4 lakhs

Calculate P/V Ratio, BEP and Margin of safety

[OR]

(b) From the following information in relation to a manufacturing concern, calculate the Break-Even point in units.

Output 3000 units,

Variable cost per unit-Rs.30,

Selling price per unit Rs.40,

Total fixed cost Rs. 15,000

37. (a) From the following profit and loss account of Bharathi industries Ltd., prepare comparative income statement.

Profit and loss account

Particulars	1986	1987	Particulars	1986	1987
To cost of revenue from operation	500	640	By revenue from operation	700	900
To operating expenses					
Administration exp.	20	20			
Selling exp	30	40			
To net profit	150	200			
	700	900		700	900

[OR]

(b) Investment value is Rs.40,00,000. Total earnings Rs.12,00,000 per annum. Depreciation is Rs.2,00,000 per annum. Tax is Rs.2,00,000 per annum. Compute ARR on original investment value.

40. (a) Discuss about the different types of dividend policy.

[OR]

(b) State the advantages of Human Resources Accounting.

N1030

N1031

COURSE CODE

200251

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Fifth Semester
INTERNATIONAL MARKETING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. On which medium of advertising amount is spent in the world?

(a)Television	(b)Print media
(c)Radio	(d)Direct mail

2. The process of international market selection is typically done by using _____ to enable a quick and relatively low-cost overview of as many markets as possible.

(a)Quantitative data	(b)Secondary data
(c)Primary data	(d)All of the above

3. Which of the following would you consider to be a socio-cultural influence on international marketing?

(a)Language	(b)Religion
(c)Social organization	(d)All of the above

4. All of the following are actual modes of market-entry EXCEPT.

(a)Licensing	(b)Standardization
(c)Franchising	(d)Exporting

5. _____ suggests spreading the company's resources in order to gain even small footholds across as many markets as possible

(a)Direct Exporting	(b)Sprinkler Strategy
(c)Agent Intermediaries	(d)Waterfall Strategy

N1031

6. For managers selling capital equipment and big-ticket industrial services, understanding the concept of demand is absolutely fundamental to their success.
- (a)Kinked (b)Sliding
(c)Multiple (d)Derived
7. The concept of quality encompasses many factors, and the perception of quality rests solely with the _____
- (a)Price (b)Value
(c)Sellers (d)Customer
8. ISO 9000 concerns the registration and certification of a manufacturer's_____
- (a)Goods (b)Services
(c)Quality systems (d)MIS
9. The _____ measures customers' satisfaction and perceptions of quality of a representative sample of U.S goods and services.
- (a)ISO 9000 (b)MIS
(c)ACSI (d)API
10. The ability to match the acceptable behavior, norms, and values is called a product's
- (a)Relative advantage (b)Compatibility
(c)Complexity (d)Trial-ability

11. Web sales are characterized as having which of the following challenging aspects
- (a) Delivery of goods
 - (b) Discounts for volume purchase
 - (c) Consumer loyalty
 - (d) Payment
12. Which of the following external intermediaries does not take title to the goods that they process?
- (a) Merchant intermediary's
 - (b) Export merchants
 - (c) Trading companies
 - (d) Agent intermediaries
13. As Global Retailers like Idea, Costco, Toys "R" Us, or Wal-Mart expand their global coverage, they are becoming major _____ for international markets
- (a) Domestic intermediaries
 - (b) International intermediaries
 - (c) Globally renowned
 - (d) EMC
14. Which of the following international intermediaries often has exclusive sales rights in a specific country and works in close cooperation with the manufacturer?
- (a) Foreign-country broker
 - (b) Managing agent
 - (c) Dealer
 - (d) Foreign distributor
15. Distribution channels vary depending on which of the following?
- (a) Target market size
 - (b) Competition
 - (c) Available distribution intermediaries
 - (d) All of the above

16. Which of the following would you consider to be a socio-cultural influence on international marketing?
- (a)Language (b)Religion
(c)Social organization (d)All of the above
17. A _____ is a tax-free enclave in which imported goods can be stored or processed. It is also not considered part of the country as far as import and other regulations are concerned
- (a)Free trade zone (b)Port storage centre
(c)Corporate housing unit (d)Manufacturing den
18. A _____ exists when various companies producing similar products or services work together to control their markets
- (a)Inflation period (b)Deflation period
(c)Cartel (d)Service
19. All of the following are actual modes of market-entry EXCEPT:
- (a)Licensing (b)Standardization
(c)Franchising (d)Exporting
20. ISO 9000 concerns the registration and certification of a manufacturer's _____
- (a)Goods (b)Services
(c)Quality systems (d)MIS

21. _____ are products bought by individuals and organizations for further processing or for use in conducting a business.
- (a)Consumer products (b)Services
(c)Industrial products (d)Specially products
22. Which of the following is the first stage for market segmentation?
- (a)Analysis (b)Future generation
(c)Investigation and Research (d)None of these
23. The business organization established on the basis of characteristics of the foreign customers is known as-
- (a)Work oriented organization (b)Product-oriented organization
(c)International Marketing Customer Organization (d)All the above
24. Which one of the following is not an alternative Market Strategy toward the Market segment?
- (a)Undifferentiated Marketing Strategy (b)Differentiate Marketing Strategy
(c)Concentrate Marketing (d)International Marketing Strategy
25. On which basis normally the market is distributed?
- (a)Demographic base (b)Economic base
(c)Geographical base (d)Multi factors

26. Which of the following does not affect the purchasing power of the man?

(a)Income

(b)Prize

(c)Loan

(d)Cultural nature

27. Market share means-

(a)Share Market

(b)Sensex

(c)Elasticity of demand

(d)Market demand

28. Which one is not the export promotion agency in India?

(a)Export Promotion Council

(b)World Trade Organization

(c)Commercial Banks

(d)Export Credit and Guarantee

29. Which of the following is the price determination method?

(a)Cost price transfer

(b)Cost-plus transfer

(c)Transfer price based on market

(d)All of these

30. Which marketing factors in creating the finance in the market?

(a)Product

(b)Price

(c)Place

(d)Promotion

N1031

31. The process of sending the goods to the customer is known as
- (a)Distribution (b)Export
(c)Import (d)All of these
32. When products manufactured by different manufacturers are practically the same as regards quality, shape, kind, price, etc., it is called
- (a)Competitive Brand (b)Personal Brand
(c)Family Brand (d)Regional Brand
33. Product decision depends on
- (a)Price (b)Distribution
(c)Marketing (d)All of these

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What is International Marketing? Discuss the Principles of International Marketing.
[OR]
(b) Explain what are the Challenges in Global Marketing?
35. (a) Discuss the Classical Trade Theories and Modern Trade Theories.
[OR]
(b) Explain the Joint Venture and Strategic Alliances.
36. (a) Explain the International Marketing Research Process.
[OR]
(b) Explain about International Market Segmentation.
37. (a) Discuss about International Pricing Strategies.
[OR]
(b) What are the Factors Involved in Distribution System?
38. (a) Explain the Principles of Communication.
[OR]
(b) Explain about the Export – Import (EXIM) Policy 2002
39. (a) Explain Detail about Significance of Export Documentation.
[OR]
(b) Explain the Foreign Trade Policy
40. (a) Discuss about Exchange Rate Policy and Management.
[OR]
(b) What are the International Financial Institutions?

N1032

COURSE CODE

200262

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Sixth Semester
CORPORATE ACCOUNTING
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Security premium reserve is a type of

(a) Special reserve	(b) General reserve
(c) Secret reserve	(d) Capital reserve

2. From the point of view of their incorporation or registration companies can be classified

(a) Statutory companies	(b) Registered companies
(c) Chartered companies	(d) All of the above

3. are those companies which are not private companies

(a) Limited companies	(b) Proprietorship companies
(c) Public companies	(d) Registered companies

4. Involve setting costs in advance considering the normal production output

(a) Retail costing	(b) Standard costing
(c) Absorption costing	(d) Margin costing

5. Method is an easy approach to determine cost by deducting profit from the sales price

(a) Retail costing	(b) Standard costing
(c) Absorption costing	(d) All of the above

N1032

6. Total capital of the company is divided into units of small denominations each one is
- (a) Stock (b) Index
(c) Share (d) Dividend
7. Means accepting a price which is less than the face value of share.
- (a) Issue of the share premium (b) Issue of share at discount
(c) Issue of share at par (d) All of the above
8. If a share of 10 is issued at 10 then it is said to be issued at
- (a) Premium (b) Discount
(c) Par (d) None of the above
9. is the type of underwriting
- (a) Complete underwriting (b) Partial underwriting
(c) Joint underwriting (d) All of the above
10. Public Ltd companies cannot issue
- (a) Sweet equity share (b) Deferred share
(c) Preference share (d) Bonus share

N1032

11. Is a liability which may or may not arise in future depending on happening of some uncertain future event.
- (a)Contingent liability (b)Bills for collection
(c)Non-banking liability (d)Bills payable
12. Advanced tax paid by a banking company is shown as ... in the balance sheet
- (a)Advance (b)Investment
(c)Other assets (d)Contingent liability
13. is a device of reducing the risk undertaken by an insurance company
- (a)Re - insurance (b)Double insurance
(c)Risk insurance (d)None of these
14. Is a reserve created to meet any loss due to natural calamities .
- (a)Revenue reserve (b)Capital reserve
(c)Castastrophe reserve (d)Over the reserve
15. Insurance act came in to effect in
- (a)1956 (b)1972
(c)1938 (d)1975

16. A company is managed by its

(a)Partners

(c)Board of Directors

(b)Auditor

(d)Debenture holder

17. Company is a company created by a special act in parliament

(a)Government

(c)Chartered

(b)Registered

(d)Statutory

18. is the first stage in the formation of a public company

(a)Promotion

(c)Capital Subscription

(b)Incorporation

(d)Commencement

19. Authorised capital is called as

(a)Reserve capital

(c)Capital reserve

(b)Nominal capital

(d)Subscribed capital

20. A bundle of fully paid shares is called

(a)Stock

(c)Drawer

(b)Sweat equity

(d)Warrant

N1032

21. Inthe company offers the investors an opportunity to bid collectively
- (a)Private placement
(c)Book Building
- (b)Offer for sale
(d)Cashbook
22. As per the companies act the interest on calls in advance is
- (a)10%
(c)5%
- (b)6%
(d)7%
23. Share application account is a
- (a)Real account
(c)Impersonal account
- (b)Nominal account
(d)Personal account
24. The excess price received on the par value of shares should be credited to
- (a)Calls in advance A/c
(c)Security premium A/c
- (b)Reserve capital A/c
(d)None of these
25. The security premium account is shown in the balance sheet under the head.....
- (a)Share capital
(c)Secured loans
- (b)Reserve and surplus
(d)Current liabilities

N1032

26. Should be deducted from the share capital to determine the paid up capital.

(a)Security premium

(b)Calls in advance

(c)Calls in arrears

(d)Discount on issue

27. The shares of a company only can be forfeited after giving a days notice

(a)21

(b)14

(c)7

(d)30

28. Profit available for dividend distribution is called

(a)Capital profit

(b)Divisible profit

(c)Capital reserve

(d)Security premium

29. Equity shareholders have a right to

(a)Vote

(b)20% dividend

(c)Have preference on redemption

(d)OPC

30. Minimum share capital of public company is

(a)Rs. 500000

(b)Rs. 400000

(c)Rs.1000000

(d)Rs.100000

N1032

31. Provision for income tax is shown in a bank balance sheet as
- (a)Contingent liability (b)Contingent asset
(c)Borrowings (d)Other liabilities and provisions
32. Rebate on bills discounted is shown in the balance sheet as
- (a)Advances (b)Other liabilities and provisions
(c)Other income (d)Reserve and surplus
33. Interest on non-performing assets should be recognized onbasis
- (a)Actually received (b)Accrual
(c)Standard (d)Income

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Explain the Surrender of shares right issue

[OR]

- (b) Describe the methods of redemption of debenture.

35. (a) Issue of debentures at par

XYZ Ltd. Issued 8000, 10% debentures of Rs.100 each, payable Rs.30 on application, Rs.50 on allotment and Rs.25, two months after allotment. All the debentures were duly applied for and paid. Pass journal entries in the books of the company and also show how these will appear in the Balance Sheet.

[OR]

- (b) Discuss about the Managerial remuneration

36. (a) Distinguish between the super profit method and capitalization method

[OR]

- (b) State and Explain the net asset method and yield method

37. (a) Describe the Accounting treatment

[OR]

- (b) Explain the important of contingent liability.

38. (a) Discuss the reason for winding up

[OR]

- (b) Describe the Accounts for insurance companies

39. (a) Explain the Revaluation of assets

[OR]

- (b) From the following ledger balances extracted from the books of Mr. Ramesh, prepare a profit and loss account as on March 31, 1999.

Particulars		Particulars	
To carriage on sales	Rs.5000	By Gross Profit	Rs.50000
To rent	Rs.3000	By Commission	
To insurance premium	Rs.4500	received	Rs. 2000
To salaries	Rs.5000	By interest on	
To Bad Debts	Rs.2500	investment	Rs. 1455
To Discount Allowed	Rs. 135		
To Rate and Taxes	Rs. 320		
To Travel Expense	Rs.2500		
To General Expenses	Rs. 500		
To Net Profit Transferred to capital	Rs.30000		
Total	Rs.53455	Total	Rs.53455

40. (a) Explain the principles of government accounting

[OR]

- (b) Explain the principles of government accounting

N1032

N1082

COURSE CODE

200252

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Fifth Semester
RETAIL MARKETING MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Retailers offering products in smaller quantities tailored to individual consumer's and household's consumption patterns is known as :
 - (a) Visual Merchandising
 - (b) Warehousing
 - (c) Breaking Bulk
 - (d) Advertising
2. Pavement Vendors are categorized in :
 - (a) Unorganized Retailing
 - (b) Organized Retailing
 - (c) Mixed Retailing
 - (d) Warehouse Clubs
3. E-tailing stands for
 - (a) Entrepreneurial Retailing
 - (b) Ecological Retailing
 - (c) Electronic Retailing
 - (d) Efficient Retailing
4. EDI stands for
 - (a) Electronic Data Interchange
 - (b) Electronic Data Institute
 - (c) Electronic Data Insurance
 - (d) Electronic Data Industry
5. Retail comes from French word
 - (a) Retuiller
 - (b) Retaaail
 - (c) Retailer
 - (d) Retteeler

N1082

6. Total system supplied by the franchisor for running the business is known as

(a)Product Franchise

(b)Manufacturing Franchise

(c)Business Format Franchise

(d)Licensing

7. Which of the following is not the Service retail

(a)Car Rentals

(b)Restaurants

(c)Banking

(d)Brick and Mortar

8. Which of the following is not the stage in the process of Wheel of Retailing

(a)Entry Phase

(b)Trade-up Phase

(c)Introduction Phase

(d)Vulnerable Phase

9. Accordion Theory is also known as

(a)General-Specific-General Theory

(b)Theory of Natural Selection

(c)Theory of Wheel of Retailing

(d)McNair's Theory

10. A large building complex with a conglomeration of shops is known as

(a)Mall

(b)Hyper Market

(c)Supermarket

(d)Co-operative Store

N1082

11. The premise on which retailing activity takes place is called _____
- (a)Place (b)Market
(c)Store (d)Office
12. The retail organization loses its _____ edge at decline stage
- (a)Competitive (b)Promotion
(c)Positioning (d)Segmenting
13. Which is last stage in Consumer Buying Process
- (a)Need Recognition (b)Evaluation
(c)Post Purchase (d)Information Search
14. Which of the following is not the Commercial Sources of Consumer Information
- (a)Displays (b)Packaging
(c)Acquaintances (d)Websites
15. _____ has identified various elements that go into the composition of a value chain
- (a)Darwin (b)Michael Porter
(c)Philip Kotler (d)Deming

16. _____ are the activities associated with collecting, storing and physically distributing the product to buyer

(a) Inbound Logistics

(b) Distribution

(c) Warehousing

(d) Outbound Logistics

17. High employee turnover is _____ challenge in Retail

(a) Marketing

(b) Human Resources

(c) Finance

(d) Operation

18. _____ are printed on the packs or in store handouts, usually allowing a substantial savings on the next purchase of the brand

(a) Leaflets

(b) Pack Designs

(c) Price-off Coupons

(d) Price-off Packs

19. _____ is a branch of philosophy that deals with values relating to human conduct, with respect to good and wrong or bad actions and has relevance in retail too

(a) Social Class

(b) Ethics

(c) Social Stratification

(d) Religion

20. _____ are bigger and transparent and show much of what is going on in-store

(a) Window Displays

(b) Gondolas

(c) Racks

(d) Shelves

N1082

21. Store security relates to ---.

- (a)personal security
- (c)both a & b

- (b)merchandise security
- (d)none of these

22. Form of payment which a retailer may accept is ---.

- (a)cash only.
- (c)cash &debit cards

- (b)cash &credit cards
- (d)all of these

23. Many retailers have improved their operation productivity through ---.

- (a)computerization
- (c)both a & b

- (b)outsourcing
- (d)none of these

24. The computerized check out is used by ---.

- (a)large retailers
- (c)multi retailers

- (b)small retailers
- (d). all of these.

25. With the help of retailer pays an outsider party to undertake one or more of its operating functions

- (a)outsourcing
- (c)computerization

- (b)credit management
- (d)none of these

26. — helps the retailers to face the crisis situations.

- (a) Risk management
- (c) Financial management

- (b) Credit management
- (d) All of these

27. — is a key task for both large & small retailers

- (a) Risk management
- (c) Inventory management

- (b) Crisis management
- (d) All of these.

28. — helps the retailers to complete the tasks within the short period of time

- (a) Computerization
- (c) Both 1 & 2

- (b) Outsourcing
- (d) None of these

29. — is a warning to potential thieves and muggers

- (a) Insurance
- (c) Outsourcing

- (b) Security guards
- (d) Credit management

30. Insurance against — is more important due to government rules.

- (a) environmental risk
- (c) both 1 & 2

- (b) production risk
- (d) none of these

N1082

31. The factor leading to the growth of retailing is ---.

- (a)changing consumer trends
- (c)demographics

- (b)technology
- (d)All the above

32. Consumer buying process in retailing involves ---.

- (a)need recognition
- (c)evaluation of retailers

- (b)search for information
- (d)All the above

33. Atmosphere in retailing refers to ---.

- (a)the weather outside a store
- (c)assortment of products in the store

- (b)The ambience, music, color scent in a store.
- (d)display of items in a store.

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What are the concept of real property?

[OR]

(b) Explain the characteristics of property and property user

35. (a) State and Explain the different sources for buying a property

[OR]

(b) Describe the concept of property management planning

36. (a) Discuss about the strategic property management.

[OR]

(b) What are the role of property in business.

37. (a) What are the importance of retail property management

[OR]

(b) State and Explain the need of managing retail property

38. (a) Describe the qualifying retail prospects

[OR]

(b) What are the functions of operating budget .

39. (a) Explain the factors affecting retail property values

[OR]

(b) Discuss about the personal contact

40. (a) Describe the measures to maintain a property

[OR]

(b) State and Explain the future of retail property

N1083

COURSE CODE

200253

**B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS**

Third Year - Fifth Semester

COST ACCOUNTING

(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

(33 X 1 = 33)

PART - A

Answer **all** the questions.

1. Cost accounting started as a branch of
 - (a) financial accounting
 - (b) Management accounting
 - (c) corporate accounting
 - (d) vedic accounting

2. _____ involves the classifying recording and appropriate allocation of expenditure for the determination of cost of products or services
 - (a) Pricing
 - (b) Costing
 - (c) Balancing
 - (d) Cost Auditing

3. Basic objective of cost accounting is to
 - (a) Tax compliance
 - (b) Financial audit
 - (c) Cost ascertainment
 - (d) Profit analysis

4. Batch costing is applied in industries
 - (a) engaged in Construction industries
 - (b) engaged in service industries
 - (c) Where identical products are produced
 - (d) where distinct products are produced

5. Which of the following is not considered one of the elements of costing?
 - (a) Material Cost
 - (b) Labor Cost
 - (c) Selling and Distribution Cost
 - (d) Overhead Cost

N1083

6. Which cost accounting technique is used to allocate indirect costs to products or services based on a cost driver such as machine hours or labor hours?
- (a) Marginal Costing
(c) Standard Costing
- (b) Activity-Based Costing
(d) Absorption Costing
7. What is the primary objective of material cost control in inventory management?
- (a) To maximize the ordering quantity
(c) To ensure adequate stock levels
- (b) To minimize carrying costs
(d) To reduce material purchase costs
8. Which of the following is NOT a common method used in material cost control?
- (a) ABC analysis
(c) Economic Order Quantity (EOQ)
- (b) Just-In-Time (JIT) inventory
(d) Random stocking
9. What is the main purpose of pricing stores issue in inventory management?
- (a) To determine the optimal reorder point
(c) To assign a value to items issued from inventory
- (b) To calculate the Economic Order Quantity (EOQ)
(d) To establish safety stock levels
10. Which category of items in VED Analysis includes items that have high procurement costs but are less critical for the organization's operations?
- (a) Vital
(c) Desirable
- (b) Essential
(d) Optional

N1083

11. In a time rate wage system, what is the primary basis for compensating employees?
- (a)Paying employees based on the number of items produced (b)Paying employees based on their hours worked at a fixed rate
(c)Paying employees based on their level of skill and experience (d)Paying employees based on their sales performance
12. Piece rate systems are often used in industries where:
- (a)Precise tracking of employee hours is crucial (b)Quality and accuracy are more important than speed
(c)Labor-intensive production processes are common (d)Labor unions play a dominant role
13. In a job costing system, when under-absorption of overhead occurs, which of the following accounts is credited to account for the under-absorbed amount?
- (a)Manufacturing Overhead Control (b)Work-in-Process Inventory
(c)Cost of Goods Sold (d)Finished Goods Inventory
14. Which of the following variance analysis techniques is used to control variable overhead costs?
- (a)Production volume variance (b)Efficiency variance
(c)Spending variance (d)Fixed overhead variance
15. Which of the following techniques is commonly used to control overhead costs by identifying and eliminating waste in the production process?
- (a)Activity-based costing (b)Kaizen costing
(c)Just-In-Time (JIT) (d)Absorption costing

16. What is the starting point for target costing?
- (a)Desired profit margin
(c)Market price
- (b)Historical costs
(d)Fixed overhead costs
17. Which department or team is usually involved in the target costing process?
- (a)Sales
(c)Cross-functional teams, including design, engineering, and manufacturing
- (b)Marketing
(d)Accounting
18. Which of the following is an example of a direct cost in unit costing?
- (a)Factory ren
(c)Raw materials
- (b)Supervisor's salary
(d)Depreciation of office equipment
19. Which of the following formulas is used to calculate the total cost of production on a cost sheet?
- (a)Total Cost = Direct Materials + Direct Labor + Factory Overhead
(c)Total Cost = Direct Labor + Administrative Expenses
- (b)Total Cost = Direct Materials + Direct Labor
(d)Total Cost = Sales Revenue - Profit
20. What is the difference between job order costing and process costing in terms of cost accumulation?
- (a)Job order costing is used in continuous production, while process costing is used for custom-made products.
(c)There is no difference; they are interchangeable terms.
- (b)Job order costing is used for custom-made products, while process costing is used in continuous production
(d)There is no difference; they are interchangeable terms.

21. When calculating the cost of a product with inter-process profits, which of the following statements is true?
- (a) Inter-process profits are added to the cost of the product. (b) Inter-process profits are subtracted from the cost of the product.
(c) Inter-process profits have no impact on the cost of the product. (d) Inter-process profits are treated as a separate expense.
22. How is the income from the sale of joint products allocated to each product?
- (a) It is evenly split among the products (b) It is allocated based on the volume of production.
(c) It is allocated based on the sales revenue of each product (d) It is not allocated; each product retains its individual income
23. In a cost plus contract, what is the formula to calculate the selling price when using a predetermined markup?
- (a) $\text{Selling Price} = \text{Cost} + \text{Markup}$ (b) $\text{Selling Price} = \text{Cost} - \text{Markup}$
(c) $\text{Selling Price} = \text{Cost} \times \text{Markup}$ (d) $\text{Selling Price} = \text{Cost} / \text{Markup}$
24. What is the key benefit of operating costing for service-based organizations?
- (a) Easy allocation of overhead costs (b) Precise cost determination for individual services
(c) Greater flexibility in cost control (d) Reduced dependency on external suppliers
25. Which of the following cost components is a direct cost in transport costing?
- (a) Administrative salaries (b) Fuel for vehicles
(c) General office rent (d) Overhead costs

26. In batch costing, what characterizes a batch?
- (a) Similar products produced in a continuous flow (b) Unique products created for individual customers
(c) A group of identical or similar products produced together (d) A single product with a long production cycle
27. What is the primary purpose of using standard costing in accounting?
- (a) To calculate historical costs (b) To establish cost control measures
(c) To determine market prices (d) To allocate overhead costs
28. What is a primary advantage of using standard costing in cost management?
- (a) Provides a benchmark for cost control and performance evaluation (b) Eliminates the need for budgeting and forecasting
(c) Guarantees maximum profitability (d) Reduces the need for variance analysis
29. Which of the following methods of cost allocation uses a predetermined rate based on the budgeted amount of the allocation base?
- (a) Direct method (b) Step-down method
(c) Reciprocal method (d) Budgeted allocation method
30. CVP analysis is primarily used for:
- (a) Inventory valuation (b) Budgeting purposes
(c) Pricing decisions (d) Cost allocation

31. The high-low method is used to determine:
- (a) Total fixed costs (b) Variable cost per unit
(c) Total mixed costs (d) Variable cost ratio
32. Which of the following transfer pricing methods sets the transfer price at the market price for the product or service?
- (a) Cost-based method (b) Market-based method
(c) Negotiated method (d) Dual-pricing method
33. Which of the following costs is classified as a variable cost?
- (a) Rent (b) Depreciation
(c) Direct labor (d) Property taxes

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Define cost accounting and its objectives
- [OR]
- (b) Differentiate between direct costs and indirect costs.
35. (a) ABC Electronics, a small electronics retailer, sells a particular type of television at an average rate of 300 units per month. The cost of placing an order is Rs. 50, and the annual carrying cost per unit is Rs. 10. The demand is relatively stable throughout the year. Calculate the Economic Order Quantity (EOQ) for this television model.
- [OR]
- (b) Define and provide examples of cost drivers in activity-based costing (ABC)
36. (a) ABC Manufacturing Company produces widgets, and they offer their employees two different compensation options: time-rate and piece-rate. The time-rate is Rs.15 per hour, while the piece-rate is RS.2 for each widget produced. Employee A is paid a time-rate and works for 8 hours, producing 10 widgets in that time. Employee B is paid a piece-rate and produces 12 widgets during their shift, which takes 6 hours.
- Calculate the total earnings for each employee using their respective compensation methods and determine which method is more advantageous for the employees
- [OR]
- (b) Describe the different categories or types of overhead costs commonly found in manufacturing companies. Provide examples for each type.
37. (a) ABC Manufacturing Company budgeted RS. 1,00,000 for overhead costs and expected to produce 1,000 units. The predetermined overhead rate was calculated at 100 rupees per unit. However, due to unexpected production delays and increased maintenance costs, the actual overhead costs for the period amounted to Rs 1,20,000
- Calculate the under-absorption of overhead costs
- [OR]
- (b) ABC Electronics is a company that manufactures a new smartphone. They have set a target selling price of 15,000 rupees for the smartphone. The company aims to achieve a profit margin of 20% on the selling price. The current estimated cost of production is 12,000 rupees per smartphone.
- Calculate the target cost that ABC Electronics should aim for to achieve their profit margin.
38. (a) What is the procedure of unit costing
- [OR]

(b) ABC Baking Company produces cookies in a continuous production process. The company has only one department, the Baking Department. The following information is available for the current period:

Beginning work in process (WIP) inventory: 1,000 dozen cookies at a cost of RS.50 per dozen.

Started and completed production: 5,000 dozen cookies.

Ending WIP inventory: 2,000 dozen cookies at a cost of RS.60 per dozen.

Calculate the following:

- a) Total equivalent units.
- b) The cost per equivalent unit.
- c) The total cost of the completed and ending work in process.
- d) Prepare a cost reconciliation schedule

39. (a) Describe Operating costing and explain its features

[OR]

(b) What do you mean by Batch costing - Explain in detailed

40. (a) What are the advantages and limitation of standard costing

[OR]

(b) Explain cost control and cost reduction

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B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Fifth Semester
PROJECT MANAGEMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. Which is one of the fundamental principles of project management?
(a) Continuously expand the project scope
(b) Minimize communication with stakeholders
(c) Clearly define project objectives and constraints
(d) Ignore project risks
2. Which project management principle emphasizes delivering value to the customer and meeting their needs?
(a) Cost control
(b) Quality management
(c) Stakeholder exclusion
(d) Scope expansion
3. What does the project break-even point signify?
(a) The point at which the project is abandoned
(b) The point at which the project becomes profitable
(c) The point at which the project is halfway completed
(d) The point at which project objectives are finalized
4. In project management, the break-even point is related to:
(a) The project's duration
(b) The point at which all project risks are eliminated
(c) The point at which project costs are fully recovered by project revenue
(d) The point at which project scope is defined
5. What is the initial phase in the project life cycle?
(a) Execution
(b) Closure
(c) Planning
(d) Initiation

6. During which phase of the project life cycle are project objectives and constraints defined?
- (a)Closing (b)Planning
(c)Execution (d)Initiation
7. Which phase of the project life cycle involves delivering the final project outputs and obtaining formal acceptance?
- (a)Initiation (b)Planning
(c)Execution (d)Closure
8. What is the primary goal of project change management?
- (a)Avoiding all project changes (b)Minimizing stakeholder involvement
(c)Effectively managing and controlling project changes (d)Rejecting all change requests
9. In project change management, what does a change request typically include?
- (a)A request for additional funding (b)A proposed change to project scope, schedule, or budget
(c)A demand to speed up the project schedule (d)A request for additional project documentation
10. In CPM (Critical Path Method), what does the critical path represent?
- (a)The shortest path to complete the project (b)The path with the most activities
(c)The path that is least affected by changes (d)The longest path in terms of project duration

11. How does the Critical Path Method (CPM) help in project management?
- (a) It defines the project objectives (b) It calculates the project budget
(c) It identifies the sequence and duration of critical project activities. (d) It manages project risks.
12. What is the primary purpose of project control processes in project management?
- (a) To maximize project complexity (b) To execute the project without any controls
(c) To monitor, evaluate, and adjust the project's performance to ensure it aligns with the project plan (d) To avoid all project changes
13. What is a key benefit of using the Critical Path Method (CPM) in project management?
- (a) Minimizing stakeholder involvement (b) Enhancing project quality
(c) Identifying the project's most time-sensitive activities (d) Eliminating project risks
14. What is the purpose of conducting a cost risk analysis in project management?
- (a) To minimize communication with stakeholders (b) To eliminate all project risks
(c) To assess and manage the potential impact of cost uncertainties on the project budget (d) To finalize project documentation
15. In cost risk analysis, what does the term "Monte Carlo simulation" refer to?
- (a) A method for avoiding all project changes (b) A technique to analyze project communication
(c) A probabilistic modeling technique used to simulate various project cost scenarios (d) A method for controlling project schedules

16. Which of the following is a common tool or technique for cost risk analysis in project management?
- (a) Scope expansion
(b) Earned Value Management (EVM)
(c) Stakeholder exclusion
(d) Critical Path Analysis
17. What does the term "Quality Assurance" refer to in project management?
- (a) A process for managing project changes
(b) A systematic approach to preventing quality problems
(c) A technique for scheduling project activities
(d) A method for calculating project costs
18. In the context of project quality, what does "Continuous Improvement" mean?
- (a) Keeping project costs fixed throughout the project's life cycle
(b) Making small, incremental enhancements to the project processes and outcomes
(c) Avoiding all project changes
(d) Completing the project as quickly as possible
19. What does the term "Variance Analysis" help project managers understand?
- (a) How to increase project costs
(b) Differences between planned and actual project performance
(c) How to eliminate project stakeholders
(d) Project scope expansion
20. What is the primary purpose of a Project Management Information System (PMIS) in project management?
- (a) To create project budgets
(b) To automate all project activities
(c) To facilitate project planning, scheduling, and communication
(d) To replace project managers

21. How can a well-designed PMIS benefit project management?
- (a) By isolating project stakeholders from each other
 - (b) By reducing the need for project documentation
 - (c) By providing real-time access to project data and enabling collaboration among team members
 - (d) By ignoring project risks
22. What is a key component of project planning?
- (a) Avoiding communication with stakeholders
 - (b) Defining project objectives, scope, and deliverables
 - (c) Eliminating all project risks
 - (d) Ignoring project stakeholders' concerns
23. What is the purpose of contract management in project procurement?
- (a) To delay procurement processes to reduce costs
 - (b) To avoid project stakeholders' input
 - (c) To ensure that the project procurement processes are carried out as per contract terms and conditions
 - (d) To exclude vendors from project activities
24. In the procurement process, what does "Source Selection" involve?
- (a) Selecting the best team members for the project
 - (b) Selecting the most cost-effective suppliers or contractors
 - (c) Selecting the project manager
 - (d) Selecting project objectives
25. What is the primary purpose of a project charter in project management?
- (a) To define the project objectives and deliverables
 - (b) To track project costs and expenses
 - (c) To conduct project risk analysis
 - (d) To create a detailed project schedule

26. In project scheduling, what is the critical path?
- (a)The path with the most activities
 - (b)The path that can be delayed without affecting the project duration
 - (c)The shortest path to complete the project
 - (d)The path with the most critical stakeholders
27. What is the primary goal of risk management in project management?
- (a)To maximize project costs
 - (b)To minimize project scope changes
 - (c)To identify, assess, and mitigate project risks
 - (d)To eliminate all project communication
28. In the context of procurement management, what is the purpose of a Request for Proposal (RFP)?
- (a)To evaluate potential vendors and their capabilities
 - (b)To request payment for project deliverables
 - (c)To define the project scope and objectives
 - (d)To create a project budget
29. What is the purpose of Earned Value Management (EVM) in project management?
- (a)To define the project's objectives
 - (b)To track project progress and performance in terms of cost and schedule
 - (c)To facilitate communication among project stakeholders
 - (d)To manage project risks
30. Which project management framework emphasizes adaptability, flexibility, and incremental development?
- (a)Agile
 - (b)Waterfall
 - (c)Six Sigma
 - (d)PRINCE2

31. What is the primary goal of stakeholder management in project management?
- (a) To minimize project risks (b) To avoid all project changes
(c) To identify, engage, and satisfy project stakeholders (d) To create a detailed project schedule
32. What is the primary role of a project manager in project execution and control?
- (a) To initiate the project (b) To lead and manage the project team, monitor progress, and make adjustments
(c) To finalize project documentation (d) To create a project charter
33. In project cost management, what is the term "Cost Baseline" referring to?
- (a) The project's original budget (b) The project's schedule
(c) A snapshot of the project's actual costs at a particular point in time (d) The projected project costs at completion

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Explain the fundamental principles of project management
- [OR]
- (b) Describe the concept of the project break-even point in project management
35. (a) Discuss the stages of a typical project life cycle. Explain the purpose and key activities associated with each stage.
- [OR]
- (b) Describe the importance of effective change management in project execution
36. (a) Explain the Critical Path Method (CPM) and its significance in project scheduling and control.
- [OR]
- (b) Elaborate on the concept of cost risk analysis in project management.
37. (a) Discuss the principles of quality management in project execution.
- [OR]
- (b) Explain the methods and tools used to assess and mitigate project cost uncertainties.
38. (a) Describe the key components of PMIS design, including user interface, data storage.
- [OR]
- (b) Explain the core quality concepts and principles in project management
39. (a) Explain the fundamental aspects of project planning, including the creation of a project plan.
- [OR]
- (b) Describe the key steps involved in procurement, Provide examples
40. (a) Describe the key components of project follow-up
- [OR]

(b) What is Project Management Software (PMS), and how does it benefit project managers and teams in the execution of projects?

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COURSE CODE

200261

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Sixth Semester
MARKETING RESEARCH
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. _____ from the decisions can be a good way of defining problems because the purpose of research is to generate meaningful information
(a) Working from start (b) Working backwards
(c) a + b (d) none of these
2. A Blue print of Research work is known as _____
(a) Sampling design (b) research design
(c) Research hypotheses (d) Research approach
3. The choice of research design is influenced by the _____
(a) the nature of the research problem (b) the audiences for the study
(c) the researchers' personal experiences (d) all of the above
4. Marketing is a process that creates, communicates, and delivers.
(a) Services to customers (b) Products to customers
(c) Value to customer's (d) Materialistic benefits to the custom
5. _____ as the systematic design, collection, analysis and reporting of data and findings relevant to a specific market situation facing the company.
(a) Marketing Research (b) Marketing Planning
(c) Data Collection (d) none of these

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6. The primary data is gathered through –

(a) Survey

(b) Experiment

(c) both options a and b

(d) None of the options a and b

7. What comes right before the formulation of the hypothesis in the research?

(a) Collection of data

(b) Analysis of data

(c) Selection of the tools of research

(d) Statement of objectives

8. Various methods of collecting primary data include-

(a) Questionnaire method

(b) indirect oral investigation

(c) Direct personal interview

(d) All of the above

9. One of the characteristics of is that equal distinct between objects or variable?

(a) ratio scale

(b) nominal scale

(c) ordinal scale

(d) interval scale

10. Is a numerical scale, where the order of the variable is known as well as the difference between these variables

(a) interval scale

(b) ratio scale

(c) ordinal sale

(d) nominal scale

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11. Scaling techniques used for the purpose of categorization or division?

- (a)ordinal
- (c)interval

- (b)ratio
- (d)nominal

12. What refers to elements from where you choose the samples for the research?

- (a)Infinite population
- (c)Sampling population

- (b)Finite population
- (d)Target population

13. If we have to sample the population, it's partitioned into units. Those are known to be as?

- (a)Sampling units
- (c)Sampling frame

- (b)sampling gap
- (d)sampling error

14. What do we call the population value?

- (a)statistic
- (c)data

- (b)parameter
- (d)variable

15. What do we call sample value?

- (a)variable
- (c)data

- (b)parameter
- (d)statistic

16. ----- research is based on the measurement of quantity or amount.
- (a)Qualitative (b)Descriptive
(c) Quantitative (d)Numerical
17. Which of the following makes qualitative interviewing distinct from structured interviewing?
- (a)The procedure is less standardized (b)"Rambling"off the topic is not a problem
(c) The researcher seeks rich, detailed answers (d) All of the above
18. Data Analysis is a process of?
- (a)inspecting data (b)cleaning data
(c)transforming data (d)All of the above
19. Alternative Hypothesis is also called as?
- (a)Null Hypothesis (b)Research Hypothesis
(c)Simple Hypothesis (d)None of the above
20. If the null hypothesis is false then which of the following is accepted?
- (a)Alternative Hypothesis (b)Null Hypothesis
(c)Both a and b (d)None of the above

21. Which of the following is not a type of research design?
- (a) Experimental design (b) Predictive Intelligence
(c) Correctional design (d) Probability design
22. What is the difference between a quantitative and qualitative research design?
- (a) The type of data collected (b) The methods used for data collection
(c) The methods used for data analysis (d) All of the above
23. For each value of the ____, the distribution of the dependent variable must be normal
- (a) Independent variable (b) Dependent variable
(c) Intermediate variable (d) None of the above
24. Correlation is the relationship between two variables
- (a) One (b) Two
(c) Zero (d) All of the above
25. A good data analytics solution includes a viable self-service ____.
- (a) Data mining (b) Data wrangling
(c) Data warehouse (d) None of the above

26. The Process of describing the data that is huge and complex to store and process is known as
- (a) Analytics mining
 - (b) Data cleaning
 - (c) Big data
 - (d) None of the above
27. Data Analysis is defined by the statistician?
- (a) John Tukey
 - (b) Hans Peter Luhn
 - (c) Gregory Lon
 - (d) None of the above
28. Amongst which of the following is / are not a major data analysis approach?
- (a) Predictive Intelligence
 - (b) Business Intelligence
 - (c) Text Analytics
 - (d) Data Mining
29. Report is often used to display the result of
- (a) Experiment
 - (b) Investigation
 - (c) Inquiry
 - (d) All of these
30. In report writing, the language used to be
- (a) Loudly
 - (b) Unclear
 - (c) Whispers
 - (d) Ambiguous

31. Marketing is a process which aims at _____
- (a) Production (b) Profit-making
(c) The satisfaction of customer needs (d) Selling products
32. Price is the only element in the marketing mix that produces _____.
- (a) revenue (b) variable costs
(c) expenses (d) out fixed costs
33. If a seller charges _____ than the buyer's perceived value, the company's sales will
- (a) more; benefit (b) more; suffer
(c) less; increase (d) less; suffer

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) Define Marketing Research. Explain its Nature and Scope
- [OR]
- (b) Explain the Components of Research Paper.
35. (a) What is Research Design? Explain its types
- [OR]
- (b) What is Sampling? Explain the importance of sampling.
36. (a) What is parametric and non-parametric tests-Explain.
- [OR]
- (b) Explain about the data process & preliminary data analysis.
37. (a) Explain the steps & stages of data analysis.
- [OR]
- (b) What is Hypothesis Testing? Explain the test of significance of a Mean.
38. (a) Discuss about Survey Field work and Data Collection.
- [OR]
- (b) Explain about the measures of Dispersion.
39. (a) Explain Detail about Multivariate Analysis and Conjoint Analysis.
- [OR]
- (b) Explain the Responsibilities of a Market Research Report Writer.
40. (a) Discuss about Product Research and Pricing Research.
- [OR]
- (b) What International Marketing? Explain its Importance.

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Sixth Semester
ENTREPRENEURSHIP DEVELOPMENT
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. _____ entrepreneurs are extremely task oriented
(a) Technical (b) Fabian
(c) Induced (d) Business
2. _____ entrepreneurs neither introduce new changes nor adopt new methods innovated by others.
(a) Technical (b) Fabian
(c) Skill (d) Development
3. Knowledge + Skill + Traits = _____
(a) Innovation (b) Competency
(c) Skill (d) Creativity
4. Social attitude is one of the important problems of a _____ Entrepreneur.
(a) Drone (b) Business
(c) Business (d) Adoptive
5. Which of the following is a psychological factor affecting entrepreneurial growth:
(a) Legitimacy of entrepreneurship (b) Social status
(c) Need for achievement (d) None of these

6. The entrepreneur who does not change the method of production already introduced is:
- (a)Drone entrepreneur (b)Fabian entrepreneur
(c)Classical entrepreneur (d)None of these
7. Person who works within an organization and having entrepreneurial capabilities is:
- (a)Entrepreneur (b)Intrapreneur
(c)Manager (d)Chief executive
8. Who introduced the term intrapreneur:
- (a)Schumpeter (b)Peter Drucker
(c)David McClelland (d)Gifford Pinchot
9. A micro enterprise is one in which the investment in plant and machinery does not exceed
- (a)25 Lakhs (b)50 Lakhs
(c)1 Crore (d)10 Lakhs
10. A small enterprise is one in which the investment in plant and machinery is more than Rs _____ But does not exceed Rs _____
- (a)10 lakhs / 2 crores (b)25 lakhs /5crores
(c)5 crores/ 10 crores (d)2 crores/5 crores

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11. A medium enterprise is one in which the investment in plant and machinery is more than Rs _____ But does not exceed Rs _____
- (a)10 lakhs / 2 crores (b)25 lakhs /5crores
(c)5 crores/ 10 crores (d)2 crores/5 crores
12. _____ Units provide inputs to other industries.
- (a)Export (b)Small
(c)Ancillary (d)None of these
13. _____ registration helps the entrepreneur to take necessary steps to bring industrial units into existence.
- (a)Provisional (b)Permanent
(c)Both of these (d)None of these
14. The MSME Development Act came into force in _____
- (a)2005 (b)2006
(c)2010 (d)2001
15. Capital investment subsidy was introduced in _____
- (a)1973 (b)1971
(c)1972 (d)1970

16. _____ is the financial and promotional assistance provided by the Govt. to the industries for boosting up industrial development in all regions particularly in backward areas.
- (a)Seed capital (b)Incentive
(c)Subsidy (d)None of these
17. _____ is the place where the required facilities and factory accommodation are provided by the government to the entrepreneurs to establish their industries there.
- (a)Industry (b)Industrial estate
(c)Company (d)None of these
18. The initial capital that is required to obtain loans from the financial institutions is called _____
- (a)Seed capital (b)Incentive
(c)Subsidy (d)None of these
19. Under the single roof of the _____ all the services and support required by small and village entrepreneurs are provided.
- (a)KSIDC (b)KITCO
(c)DIC (d)KINFRA
20. KITCO was set up in _____
- (a)1973 (b)1971
(c)1972 (d)1970

21. _____ offers comprehensive consultancy services to MSMEs in Kerala.
- (a)KSIDC (b)KITCO
(c)DIC (d)KINFRA
22. A single lump sum which is given by a govt. to an entrepreneur to cover the cost is known as
- (a)Subsidy (b)Concession
(c)Bounties (d)None of these
23. A bonus or financial aid which is given by a govt. to an industry to help it compete with other units in home market or in a foreign market is known as _____
- (a)Creative (b)Concession
(c)Bounties (d)Innovation
24. Single window scheme is instituted through _____
- (a)IDBI (b)SIDCO
(c)KFC (d)DIC
25. The advance given to cover the finance requirement during the time lag between the sanctioning and disbursement of term loan by financial institutions is known as _____
- (a)Soft Loan (b)Seed capital
(c)Capital subsidy (d)Bridge loan

26. _____ is a National level apex organization of young entrepreneurs
- (a)NAYE (b)TCO
(c)SIDO (d)NSIC
27. _____ provides consultancy services to small and medium enterprises at reasonable cost.
- (a)TIIC (b)TCO
(c)SIDO (d)MSME
28. _____ is an area where applied research on high tech projects is conducted
- (a)STEP (b)SWOT
(c)EPST (d)None of these
29. Which of these is not a state level promotional institutions
- (a)KITCO (b)KSIDC
(c)NIESBUD (d)SIDCO
30. _____ the process of collection, compilation and analysis of economic data for the purpose of finding out possible opportunities for investment.
- (a)Project screening (b)Project appraisal
(c)Project identification (d)None of these

31. A _____ is an organization designed and success of entrepreneurial companies through an array of business support resources and services.
- (a) Business incubators (b) Industrial estates
(c) DIC (d) None of these
32. Which of these is a problem of MSMEs
- (a) Bogus units (b) Inadequate finance
(c) Lack of managerial experience (d) All of these
33. The first and foremost industrial estate was established at _____
- (a) Rajkot (b) Ahmadabad
(c) Patna (d) Gorgon

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What are the concept of Entrepreneurship?
[OR]
(b) Explain the Development of women entrepreneur & rural entrepreneur
35. (a) Describe the factors of influencing entrepreneurship.
[OR]
(b) Write short note on KVIC and IFCI
36. (a) Distinguish between the methods of generating ideas and methods of evaluating ideas.
[OR]
(b) Explain the sources of business idea.
37. (a) Discuss about the identification of business opportunities.
[OR]
(b) Enumerate the opportunity analysis.
38. (a) Explain the functions of marketing strategies
[OR]
(b) Describe the formulations of business plan.
39. (a) Enumerate the small scale entrepreneurs.
[OR]
(b) State the importance of SSIs.
40. (a) Discuss the family management practices in India.
[OR]
(b) Briefly explain the Evaluation of franchise arrangement.

B.Com DEGREE EXAMINATION, MAY 2024
ONLINE PROGRAMME EXAMINATIONS
Third Year - Sixth Semester
MANAGEMENT INFORMATION SYSTEM
(CBCS - 2020 onwards)

Time : 2 Hours

Maximum : 75 Marks

PART - A

(33 X 1 = 33)

Answer **all** the questions.

1. ___ played key role to bring business intelligence into focus.

(a) Wayne Eckerson	(b) Hans Peter Luhn
(c) Kirk D. Borne	(d) Howard Dresner

2. Management information system usually does NOT serves managers interested in _____ results.

(a) weekly	(b) monthly
(c) yearly	(d) day-to-day

3. _____ is an important factor in a management information system.

(a) Information	(b) System
(c) Planning	(d) Personnel

4. _____ introduced the principle of competitive advantage.

(a) Peter Drucker	(b) Michael Porter
(c) Philip Kotler	(d) Henry Mintzberg

5. _____ concepts are not used in OOP concepts.

(a) polymorphism	(b) object
(c) inheritance	(d) code generation tools

6. _____ is capable of taking decisions on its own.
- (a)IoT (b)AI
(c)MIS (d)VR
7. Business Intelligence (BI) can be used by _____ management.
- (a)frontline (b)middle
(c)top (d)all of the above
8. In the computer system, the number system of 0 & 1 is known as _____
- (a)Binary (b)Decimal
(c)Linear (d)Root numbers
9. A digital firm is one where the organization's operations are _____.
- (a)completely mobilized (b)digitally enabled
(c)digitally marketed (d)highly outsourced
10. E-business is not possible without _____
- (a)intranet (b)extranet
(c)internet (d)PC

11. Mainframe computer is for ____

(a)defense dept. only

(b)MSME enterprises

(c)large corporate

(d)soloprenuers

12. The _____ will make the automated inventory system understandable to everyone.

(a)programs

(b)statement

(c)document

(d)blocks

13. The art of getting things done through people, with the people _____.

(a)Management

(b)System

(c)Management Information System

(d)Entity

14. The starting point of MIS planning is general _____ planning.

(a)business

(b)manager's

(c)objective

(d)firms

15. _____ is the information about data.

(a)Meta-Data

(b>Data

(c)Entity

(d)Relations

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16. Which of the following is a computer based system that stores and, manipulates data that are viewed from a geographical point or reference?

(a)Database System (DS)

(b)Geographical information System (GIS)

(c)Geographic System (GS)

(d)Software System (SS)

17. Which of the following is not an attribute of software engineering?

(a)Scalability

(b)Efficiency

(c)Dependability

(d)Usability

18. EDP means _____.

(a)electronic data processing

(b)electronic data projection

(c)electronic data process

(d)electronic data predict

19. System Development process is also called as _____.

(a)System Life Cycle

(b)System Development Life Cycle

(c)System Process Cycle

(d)None of above

20. Information systems that monitor the elementary activities and transactions of the organizations are _____

(a)Operational level system

(b)Management level system

(c)Strategic level system

(d)Knowledge level system

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21. Which of the system uses Multidimensional data analysis?

(a)DSS

(b)MIS

(c)ESS

(d)All of the above

22. Cybernetic system is the one which is

(a)Self Monitoring

(b)Self controlling

(c)Self regulating

(d)All of the above

23. A computer security protocol for logging in would be an example of the _____ component of an information system.

(a)software

(b)hard ware

(c)data

(d)Procedure

24. Customer numbers and their names would be an example of the _____ component of an order management information system.

(a)software

(b)hardware

(c)data

(d)procedure

25. The quality of your _____ is a large part of the quality of your information system.

(a)computer

(b)thinking

(c)time

(d)challenges

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26. The following are components of a database except _____
- (a)reports (b)indexes
(c)metadata (d)user data
27. In an E-R diagram double rectangle represents _____?
- (a)Entity class (b)Weak entity
(c)Relationship (d)Attribute
28. Which is not included in the definition of an entity?
- (a)Person (b)Object
(c)Concept (d)Action
29. The analysis and design of application systems are the responsibility of a _____
- (a)Computer Operator (b)Programme
(c)System Analyst (d)Data entry operator
30. A person machine-system and a highly integrated grouping of information-processing functions designed to provide management with a comprehensive picture of specific operation is called
- (a)DSS (b)MIS
(c)IIS (d)All of the above

31. Top level Managers use
- (a) Strategic information (b) Tactical information
(c) Operational information (d) None of these
32. Which one of the following is not an approach for development of MIS?
- (a) Hierarchical approach (b) Integrative approach
(c) Modular approach (d) Elective approach
33. Which one of the following is not a business driver for an information system?
- (a) business processes redesign (b) knowledge asset management
(c) proliferation of networks and the Internet (d) security and privacy

PART - B

(7 X 6 = 42)

Answer **all** questions choosing either (a) or (b).

34. (a) What is MIS? Explain Role and Importance of MIS.
[OR]
(b) Explain the Structure of Management Information System.
35. (a) Discuss the Kinds of Information Systems.
[OR]
(b) What are the differences between Planning and Control Information?
36. (a) What is MIS Planning? Discuss the need and objectives of MIS Planning
[OR]
(b) What is BPR? Explain about the principles & types of BPR.
37. (a) Discuss about MIS Organization Structure.
[OR]
(b) What is ERP? Discuss the Evolution of ERP.
38. (a) Explain the following
i. E -Business ii. E-Commerce iii. E-Communication iv. E-Collaboration
[OR]
(b) What are the Recent Trends MIS?
39. (a) Explain Detail about Cost Accounting Systems.
[OR]
(b) Explain the Types of Database Users.
40. (a) Discuss the how IT influence Organizations' goals.
[OR]
(b) Explain Detail about Security Hazards and Ethical Issues.

