

24/05/18 Morning
Exam. Code : 108502

Subject Code : 2824

B.Com. 2nd Semester
ENGLISH COMPULSORY**Paper—BCG-201**

Time Allowed—Three Hours] [Maximum Marks—50

SECTION—AI. Attempt **SIXTEEN (16)** of the following :—*Make questions with who/what/when/how/which :*

- (1) Dane said something.
- (2) He was born in a village.
- (3) This word means something.

Complete each sentence with a suitable verb :

- (4) We could not afford _____ in London. Its too expensive.
- (5) There was a lot of traffic, but we managed _____ the airport in time.
- (6) We have got new computer software in our office. I haven't learnt _____ it yet.

Make 1 sentence from 2. Use the sentence in brackets to make a relative clause :

- (7) We often go to visit our friends in Cambridge.
(It is not far from London.)

- (8) Steven is one of my close friends. (I have known him for a very long time.)
- (9) Lisa is away from home a lot. (Her job involves a lot of travelling)

Put in "the" or "a/an" where necessary.

(10) We had dinner in _____ very nice restaurant in Batala.

(11) We stayed at a very nice hotel – I can't remember _____ name now.

(12) It's a beautiful day. Let's sit in _____ garden.

Which is correct ?

(13) I looked down and there were two *ten-pound/ten pounds* notes on the ground.

(14) It's quite a long book. There are *450 page/450 pages*.

(15) There are *60 minute/60 minutes* in an hour.

(16) Its only a *two-hour/two hours* flight from London to Madrid.

Put in "some" or "any" :

(17) Tonight I'm going out with _____ friends of mine.

(18) Have you seen _____ good' movies recently ?

(19) I didn't have _____ money, so I had to borrow.

(20) He did everything himself, without _____ help.
1×16=16

SECTION—B

II. Attempt any **FOUR (4)** of the following. Choose at least **TWO** from each text. The answer to each question should not exceed **15 to 20** sentences.

(1) What does Eveline decide in the end of the story ? (Eveline)

(2) Discuss the use of irony and satire in "Toba Tek Singh".

(3) Write a note on the theme of the story "The Taboo".

(4) Observe the use of various figures of Speech in "A strand of cotton".

(5) How does the writer make fun of fond parents ? (Beauty and The Beast).

(6) What did the American tourist want to buy ? Why could she not get it ? (With a song on their lips)

(7) Why does the author bank no more ? (My financial career)

(8) What were the Scholastic methods used by Miss Beam in her school ? What was so original about her system ? (The School for Sympathy)
3×4=12

III. Give meaning of the following words and use them in your sentences :

Avert, Elusive, Serge, Relentlessly. 1×4=4

- IV. Write a letter to your Pen-friend in England, telling him/her some of the favourite games of rural Punjab.

OR

Write a Polite letter of Protest to one of your neighbours whose stereo-set is a nuisance to you. 4

SECTION—C

- V. Attempt the following in approximately **300** words :
What is AIDS ? What steps are taken to combat and curb this silent invader ?

OR

Discuss the theme of Casteism in the Story "A Strand of Cotton". $1 \times 6 = 6$

- VI. Read the following passage and answer the questions given below :—

I sat down shyly at the extreme end of the last row of benches. Most of the new students had already arrived and had scattered themselves here and there in their seats. A few seemed to know one another and were conversing softly among themselves. The rest were isolated and silent and looked blankly at the blackboards ahead of them, like a congregation in Church waiting for the service.

Questions :—

- (1) Name the chapter and its writer from which this extract has been taken.
- (2) Why did the writer sit shyly ?
- (3) What were most of the students doing ?
- (4) Explain "Like a congregation in church waiting for a service ?" $2 \times 4 = 8$

Exam. Code : 108502

Subject Code : 2825

B.Com. 2nd Semester

ਪੰਜਾਬੀ ਲਾਜ਼ਮੀ

Paper-BCG-202(i)

Time Allowed—3 Hours]

[Maximum Marks—50

ਨੋਟ :- ਸਾਰੇ ਪ੍ਰਸ਼ਨ ਲਾਜ਼ਮੀ ਹਨ।

1. 'ਦੋ ਰੰਗ' ਪਾਠ ਪੁਸਤਕ ਵਿਚੋਂ 'ਭੂਆ' ਕਹਾਣੀ ਦਾ ਸਾਰ ਲਿਖੋ।

ਜਾਂ

'ਦੋ ਰੰਗ' ਪਾਠ ਪੁਸਤਕ ਵਿਚੋਂ 'ਲੱਛਮੀ' ਕਹਾਣੀ ਦਾ ਵਿਸ਼ਾ ਵਸਤੂ ਲਿਖੋ।

10

2. 'ਸੁਰਿੰਦਰ ਕੌਰ' ਰੇਖਾ-ਚਿੱਤਰ ਦਾ ਨਾਇਕ ਬਿੰਬ ਉਸਾਰੋ।

ਜਾਂ

'ਬਲਰਾਜ ਸਾਹਨੀ' ਰੇਖਾ-ਚਿੱਤਰ ਦੇ ਕਲਾਤਮਕ ਗੁਣ ਲਿਖੋ।

10

3. ਸ਼ਬਦ ਬਣਤਰ ਵਿਚ ਕਾਰਜਸ਼ੀਲ ਮੂਲ ਸੰਕਲਪਾਂ ਬਾਰੇ ਨੋਟ ਲਿਖੋ।

5

4. ਹੇਠ ਲਿਖਿਆਂ ਵਿਚੋਂ ਕਿਸੇ ਦੋ ਸ਼ਬਦ ਸ਼੍ਰੇਣੀਆਂ ਬਾਰੇ ਸੰਖੇਪ ਜਾਣਕਾਰੀ ਦਿਓ :

ਵਿਸ਼ੇਸ਼ਣ, ਕਿਰਿਆ, ਪੜਨਾਂਵ, ਨਾਂਵ।

5

5. ਕਿਸੇ ਇੱਕ ਵਿਸ਼ੇ ਉੱਪਰ ਪੈਰਾ ਰਚਨਾ ਕਰੋ :

1. ਅਨਪੜਤਾ
2. ਨਾਨਕ ਦੁਖੀਆ ਸਭ ਸੰਸਾਰ
3. ਸਵੈ-ਅਧਿਐਨ।

5

6. ਪੈਰਾ ਪੜ੍ਹ ਕੇ ਪ੍ਰਸ਼ਨਾਂ ਦੇ ਉੱਤਰ ਦਿਓ :

ਮਿੱਠਤ ਨਾਲ ਅਸੀਂ ਕਈ ਸੰਸਾਰਕ ਕਾਰਜ ਸਿੱਧ ਕਰ ਸਕਦੇ ਹਾਂ, ਲੋਕਾਂ ਕੋਲੋਂ ਸਤਿਕਾਰ ਤੇ ਪ੍ਰਸੰਸਾ ਪ੍ਰਾਪਤ ਕਰਦੇ ਹਾਂ ਤੇ ਉਨ੍ਹਾਂ ਉੱਤੇ ਆਪਣੇ ਸ਼ੁੱਭ ਆਚਰਨ ਦਾ ਪ੍ਰਭਾਵ ਪਾ ਸਕਦੇ ਹਾਂ। ਇਸ ਦੇ ਉਲਟ ਕੌੜਾ ਬੋਲਣਾ ਇਕ ਅਜਿਹਾ ਔਗੁਣ ਹੈ ਜਿਸਦੇ ਹੇਠਾਂ ਮਨੁੱਖ ਦੇ ਸ਼ੁੱਭ ਗੁਣ ਵੀ ਢੱਕੇ ਜਾਂਦੇ ਹਨ। ਕੌੜਾ ਬੋਲਣ ਵਾਲੇ ਤੋਂ ਲੋਕ ਦੂਰ-ਦੂਰ ਰਹਿੰਦੇ ਹਨ। ਅਜਿਹਾ ਬੰਦਾ ਭਾਵੇਂ ਕਿੰਨਾ ਵੀ ਅਮੀਰ ਤੇ ਗਿਆਨਵਾਨ ਹੋਵੇ ਜਾਂ ਕਿਸੇ ਉੱਚੀ ਪਦਵੀ ਉੱਤੇ ਹੋਵੇ, ਉਹ ਲੋਕਾਂ ਵਿਚ ਦਿਲੀ ਆਦਰ ਪ੍ਰਾਪਤ ਨਹੀਂ ਕਰ ਸਕਦਾ। ਸਭ ਲੋਕ ਮਿੱਠਤ ਦੇ ਗਾਹਕ ਹਨ ਤੇ ਸਾਰੇ ਹੀ ਕੌੜੀ ਚੀਜ਼ ਨੂੰ ਥੁਕ ਦੇਂਦੇ ਹਨ। ਕੌੜੇ, ਫਿੱਕੇ ਤੇ ਖਰ੍ਹੇਵੇਂ ਬੋਲ ਅਤੇ ਵਿੰਨ੍ਹਵੀ ਟੋਕਾ-ਟਾਕੀ ਤੇ ਆਲੋਚਨਾ ਹਰ ਕਿਸੇ ਦਾ ਦਿਲ ਲੂੰਹਦੀ ਹੈ ਤੇ ਇਨ੍ਹਾਂ ਦਾ ਅਸਰ ਸਦੀਵੀ ਹੁੰਦਾ ਹੈ। ਇਸੇ ਵਾਸਤੇ ਕਿਹਾ ਜਾਂਦਾ ਹੈ ਕਿ ਤਲਵਾਰ ਦਾ ਫੱਟ ਮਿਲ ਜਾਂਦਾ ਹੈ, ਪਰ ਜ਼ਬਾਨ ਦਾ ਫੱਟ ਕਦੀ ਨਹੀਂ ਮਿਟਦਾ।

1. ਕਿਸ ਗੁਣ ਨਾਲ ਸੰਸਾਰਕ ਕਾਰਜ ਸਿੱਧ ਹੋ ਸਕਦਾ ਹੈ ?
2. ਸਾਰੇ ਲੋਕ ਕਿਸ ਔਗੁਣ ਤੇ ਥੁੱਕਦੇ ਹਨ ?
3. ਕਿਸ ਦਾ ਫੱਟ ਮਿਟ ਜਾਂਦਾ ਹੈ ਅਤੇ ਕਿਸਦਾ ਨਹੀਂ ਮਿਟਦਾ ?
4. ਪੈਰ੍ਹੇ ਦਾ ਢੁਕਵਾਂ ਸਿਰਲੇਖ ਦਿਉ।
5. ਮੋਟੇ ਸ਼ਬਦਾਂ ਦੇ ਅਰਥ ਲਿਖੋ।

5

7. ਹੇਠ ਲਿਖੇ ਅਖਾਣ ਅਤੇ ਮੁਹਾਵਰਿਆਂ ਵਿਚੋਂ ਪੰਜ-ਪੰਜ ਦੇ ਅਰਥ ਸਪਸ਼ਟ ਕਰਕੇ ਵਾਕਾਂ ਵਿਚ ਵਰਤੋ :

1. ਉਂਗਲਾਂ ਤੇ ਨਚਾਉਣਾ, ਉਪਰਲੀ ਹਵਾ 'ਚ ਰਹਿਣਾ, ਆਪਣੇ ਪੈਰੀਂ ਆਪ ਕੁਹਾੜਾ ਮਾਰਨਾ, ਇੱਟ ਕੁੱਤੇ ਦਾ ਵੈਰ ਹੋਣਾ, ਹੱਥ ਤੇ ਹੱਥ ਧਰਕੇ ਬਹਿਣਾ, ਹੱਥ ਪੀਲੇ ਕਰਨਾ, ਗਲ ਪਿਆ ਢੋਲ ਵਜਾਉਣਾ, ਚਾਰ ਚੰਨ ਲਾਉਣੇ। 5
2. ਉੱਖਲੀ ਵਿਚ ਸਿਰ ਦਿੱਤਾ ਤਾਂ ਮੋਹਲਿਆਂ ਦਾ ਕੀ ਡਰ, ਉੱਚਾ ਲੰਮਾ ਗੱਭਰੂ ਪੱਲੇ ਠੀਕਰੀਆਂ, ਉੱਦਮ ਅੱਗੇ ਲੱਸ਼ਮੀ ਪੱਖੇ ਅੱਗੇ ਪੌਣ, ਅੰਦਰ ਹੋਵੇ ਸੱਚ ਤਾਂ ਕੋਠੇ ਚੜ੍ਹ ਕੇ ਨੱਚ, ਇੱਕ ਚੁੱਪ ਸੌ ਸੁੱਖ, ਸੰਗ ਤਾਰੇ ਕੁਸੰਗ ਡੋਬੇ, ਸੋਈ ਰਾਣੀ ਜੋ ਖਸਮੇ ਭਾਣੀ, ਹੰਕਾਰਿਆ ਸੋ ਮਾਰਿਆ। 5

Exam. Code : 108502

Subject Code : 2830

B.Com. 2nd Semester

ਮੁੱਢਲੀ ਪੰਜਾਬੀ

Paper : BCG-202 (ii)

Time Allowed—3 Hours]

[Maximum Marks—50

ਨੋਟ :- ਸਾਰੇ ਸਵਾਲ ਕਰਨੇ ਜ਼ਰੂਰੀ ਹਨ।

1. (ੳ) ਸਮਾਸੀ ਸ਼ਬਦ ਕੀ ਹੁੰਦੇ ਹਨ ? ਪੰਜਾਬੀ ਭਾਸ਼ਾ ਵਿੱਚ ਵਰਤੇ ਜਾਂਦੇ ਕੋਈ ਪੰਜ ਸਮਾਸੀ ਸ਼ਬਦ ਲਿਖੋ। 5

(ਅ) ਅਗੇਤਰ ਕੀ ਹੁੰਦੇ ਹਨ ? ਹੇਠ ਲਿਖੇ ਅਗੇਤਰਾਂ ਦੀ ਵਰਤੋਂ ਕਰਕੇ ਮਿਸ਼ਰਤ ਸ਼ਬਦਾਂ ਦੀ ਰਚਨਾ ਕਰੋ :

ਅਣ, ਦੁਰ, ਪਰ, ਅਪ, ਗੈਰ 5

(ੲ) ਪਿਛੇਤਰ ਕੀ ਹੁੰਦੇ ਹਨ ? ਹੇਠ ਲਿਖੇ ਪਿਛੇਤਰਾਂ ਦੀ ਵਰਤੋਂ ਕਰਕੇ ਮਿਸ਼ਰਤ ਸ਼ਬਦਾਂ ਦੀ ਰਚਨਾ ਕਰੋ :

ਹੀਣ, ਖ਼ਾਨਾ, ਦਾਨ, ਮੰਦ, ਸ਼ਾਲਾ 5

(ਸ) (i) ਪੰਜਾਬ ਦੀਆਂ ਰੂਤਾਂ ਦੇ ਨਾਮ ਲਿਖੋ।

(ii) ਬਾਹ੍ਰਾਂ ਮਹੀਨਿਆਂ ਦੇ ਨਾਮ ਪੰਜਾਬੀ ਵਿੱਚ ਲਿਖੋ।

(iii) ਦਿਨਾਂ ਦੇ ਨਾਂ ਲਿਖੋ।

(iv) ਸੱਠ ਤੋਂ ਸੱਤਰ ਤੱਕ ਦੀ ਗਿਣਤੀ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

(v) ਕਿੱਤਾਕਾਰੀ ਨਾਲ ਸੰਬੰਧਤ ਕੋਈ ਪੰਜ ਸ਼ਬਦ ਲਿਖੋ।

5×1=5

2. (ੳ) ਭਾਸ਼ਾ ਦੀ ਪਰਿਭਾਸ਼ਾ ਲਿਖੋ। ਇਸ ਦੀ ਮਨੁੱਖੀ ਜੀਵਨ ਵਿੱਚ
ਕੀ ਅਹਿਮੀਅਤ ਹੈ ? 5

(ਅ) ਮਾਤ ਭਾਸ਼ਾ ਬਾਰੇ ਜਾਣਕਾਰੀ ਦਿਉ। 5

(ੲ) ਗੁਰਮੁਖੀ ਲਿਪੀ ਦੀਆਂ ਮੁੱਖ ਵਿਸ਼ੇਸ਼ਤਾਵਾਂ ਦੱਸੋ। 5

3. (ੳ) ਮਿਸ਼ਰਤ ਵਾਕ ਦੀ ਪਰਿਭਾਸ਼ਾ ਲਿਖੋ ਅਤੇ ਪੰਜ ਮਿਸ਼ਰਤ
ਵਾਕ ਲਿਖੋ। 5

(ਅ) ਕਾਰਜ ਦੇ ਆਧਾਰ ਉੱਤੇ ਪੰਜਾਬੀ ਵਾਕਾਂ ਦੀ ਵੰਡ ਕਰੋ ਅਤੇ
ਇਨ੍ਹਾਂ ਦੀਆਂ ਉਦਾਹਰਨਾਂ ਵੀ ਲਿਖੋ। 5

(ੲ) ਬਾਜ਼ਾਰ ਵਿੱਚ ਵਰਤੇ ਜਾਂਦੇ ਪੰਜ ਵਾਕ ਬਣਾਓ। 5

Exam. Code : 108502

Subject Code : 2826

B.Com. 2nd Semester

ADVANCED FINANCIAL ACCOUNTING

Paper—BCG-203

Time Allowed—3 Hours]

[Maximum Marks—40

SECTION—A

Note :—Attempt any **EIGHT** parts from this section. Each part should not exceed **5** lines. Each question carries **1** mark.

1. Explain any **EIGHT** parts of the following :—

- (a) Straight line method vs. Diminishing balance method.
- (b) Distinguish between capital reserve and revenue reserve.
- (c) Write a brief note on hire-purchase trading account.
- (d) Reasons for incompleteness of records.
- (e) Distinguish between Single Entry and Double Entry System.
- (f) Uses of Gaining ratio.
- (g) Give any two reasons in favour of having a partnership deed.
- (h) Distinguish between Dissolution of firm and dissolution of partnership.
- (i) At the time of death of partner X, goodwill of the firm was valued at Rs. 90,000. How much partners Y and Z will pay X's executor on account of goodwill ?
- (j) Distinguish between hire-purchase and sale.

SECTION—B

Note :— Attempt any **TWO** questions from this section. Answer to each question should not exceed **5** pages. Each question carries **8** marks.

2. On January 1, 2014, X Ltd. purchased a machinery for Rs. 12,00,000. On 1st July, 2016, a part of the machinery purchased on January 1, 2014 for Rs. 80,000 was sold for Rs. 45,000 and a new machinery at a cost of Rs. 1,58,000 was purchased and installed on the same date. The company has adopted the method of providing 10% p.a. depreciation on the original cost of the machinery. Show the necessary ledger accounts assuming that provision for depreciation account is maintained.
3. What are the advantages and disadvantages of Single Entry System ? Also distinguish between Balance Sheet and Statement of Affairs.
4. On 1st January 2014, Singh Transport Ltd. purchased from India Automobiles Ltd. three trucks costing Rs. 50,000 each on hire-purchase system. Payment was to be made Rs. 30,000 down and the remainder in three equal installments together with interest @ 9%. Singh Transport Ltd. writes off depreciation @ 20% on the diminishing balance. It paid the installment due on 31st December 2014, but could not pay the next. India Automobiles Ltd. agreed to leave one truck with the hire purchaser, adjusting the value of others trucks against the amount due. The trucks were valued on the basis of 30% depreciation annually.
Give the necessary ledger accounts in the books of both the parties assuming that the trucks were reconditioned by the vendor at an expense of Rs. 7,500 and then were sold for Rs. 60,000 in the third year.

5. What are the journal entries which are to be passed in the books of hire-purchaser and vendor under Hire-Purchase System ?

SECTION—C

Note :— Attempt any **TWO** questions from this section. Answer to each question should not exceed **5** pages. Each question carries **8** marks.

6. What do you mean by Reserve and Provision ? What are the different types of Provision and Reserve ?
7. A, B and C are partners sharing profit and losses in the ratio of 3 : 2 : 1. Their balance sheet as on 31.03.2016 was as follows :

Liabilities	Amt. (Rs.)	Assets	Amt. (Rs.)
Capital Accounts A	45,000	Cash at Bank	3,500
B	35,000	Debtor	30,000
C	25,000	Stock	25,000
Reserve	15,000	Plant	40,000
Profit and Loss A/c	12,000	Building	50,000
Creditors	20,500	Furniture	4,000
	1,52,500		1,52,500

C retires on that date subject to the following conditions :

- (a) Goodwill of the firm is to be valued at Rs. 36,000.
- (b) Building is to be appreciated by 20%.
- (c) Plant and furniture are to be depreciated by 10% and 15% respectively.
- (d) Provision is to be made for doubtful debts at 5%.

8. What do you mean by dissolution of partnership and dissolution of firm ? Discuss the various methods of dissolution of a firm.
9. The Balance Sheet of A, B and C who are in partnership, stood as follows on 31st march, 2015 :

Liabilities	Amount (Rs.)	Assets	Amount (Rs.)
Creditors	55,000	Cash at Bank	6,250
Capital Accounts		Debtor	62,500
A : 82,500		Stock	87,500
B : 55,000	1,37,500	Investment	25,000
		Furniture	1,250
		B's Capital A/c	
		Overdrawn	10,000
	1,92,500		1,92,500

The firm was dissolved as on that date. For the purposes of dissolution the investments were valued at Rs. 40,000 and stock at Rs. 70,000. C agreed to take over the investments and A to take over the stock. A also took over the furniture at book value. The debtors realized Rs. 59,000 and the creditors were paid Rs. 53,500 in full satisfaction of their claims.

Assuming that B is insolvent and is unable to bring anything in respect of his debts to the firm, you are required to show the necessary accounts on the dissolution of the partnership in accordance with the decision in *Garner vs Murray*.

Exam. Code : 108502

Subject Code : 2827

B.Com 2nd Semester

COMMERCIAL LAWS

Paper—BCG-204

Time Allowed—3 Hours]

[Maximum Marks—50

Note :- Attempt any **ten** questions from Section—A. Each question carries **1** mark. Attempt any **two** questions from Section—B. Each question carries **10** marks. Attempt any **two** questions from Section—C. Each question carries **10** marks.

SECTION—A

1. (i) Explain essentials of a valid contract.
- (ii) What is a quasi contract ?
- (iii) What is a free consent ?
- (iv) Who can accept an offer ?
- (v) Distinguish an offer from a quotation.
- (vi) What is a contract of guarantee ?
- (vii) Who is a Co-Surety ?
- (viii) Who is an agent ?
- (ix) Who can be appointed as an agent ?
- (x) Define consumer under Consumer Protection Act.
- (xi) Define Sale.
- (xii) What is limited liability partnership ?

10×1=10

SECTION—B

2. "A mere mental assent not evidenced by words or conduct does not constitute acceptance." Comment.
3. State the various ways in which a contract may be said to be discharged.
4. Define a contract of bailment. What are its essentials ?
5. Discuss the nature and extent of authority of an agent.
 $2 \times 10 = 20$

SECTION—C

6. Explain the essential elements which must coexist for constituting a valid sale of goods.
7. Describe the rules relating to passing of property in the sale of goods.
8. What is the jurisdiction of various forums for the purpose of Consumer Protection Act ?
9. Explain the salient features of Limited Liability Partnership.
 $2 \times 10 = 20$

Exam. Code : 108502

Subject Code: 2828

B.Com. 2nd Semester

BUSINESS ECONOMICS

Paper—BCG-205

Time Allowed—3 Hours]

[Maximum Marks—50

Note :— (1) Attempt **TEN** questions from Section A. Answer each question in about **5** lines. Each question carries **1** mark.

(2) Attempt **TWO** questions from Section B. Answer each question in upto **5** pages. Each question carries **10** marks.

(3) Attempt **TWO** questions from Section C. Answer each question in upto **5** pages. Each question carries **10** marks.

SECTION—A

1. (i) Law of Demand.
- (ii) Price Elasticity of Demand.
- (iii) Revealed Preference Theory of Demand.
- (iv) Returns to Scale.
- (v) Accounting Costs vs Economic Costs.
- (vi) Average and Marginal Revenue.
- (vii) Features of Monopoly.
- (viii) Explain the budget line.

- (ix) Gross and Net Domestic Product.
- (x) Personal Income and Disposable Income.
- (xi) Income Effect & Price Effect.
- (xii) National Income.

SECTION—B

- 2. What is Price Elasticity of Demand ? What are various methods of measuring Price elasticity of demand ?
- 3. Critically evaluate the Indifference Curve Approach of Demand.
- 4. Explain the Law of Returns to Scale. Explain the reasons of returns to scale.
- 5. Explain the Theory of Costs in the short run and the long run (with appropriate figures).

SECTION—C

- 6. What are the main features of Perfect Competition ? How is price and output determined under Perfectly Competitive market conditions both in the short run and the long run.
- 7. What are the various methods of measurement of National Income ? What are the problems in its measurement especially in the underdeveloped countries like India ?
- 8. Explain the significance of Keynes Psychological Law of Consumption.
- 9. Explain the various concepts of Revenue (with appropriate figures). What is the relationship between Average Revenue, Marginal Revenue and Elasticity of Demand ?

Exam. Code : 108502

Subject Code: 2829

B.Com. 2nd Semester

FUNCTIONAL MANAGEMENT

Paper—BCG-206

Time Allowed—3 Hours]

[Maximum Marks—50

Note :—(1) Attempt any **TEN** questions from Q. No. 1 in Section A. Each question carries 1 mark. Answer to each question should be up to 5 lines in length.

(2) Attempt any **2** questions from Q. No. 2, 3, 4, 5 in Section B. Each question carries **10** marks. Answer to each question should be up to 5 pages in length.

(3) Attempt any **2** questions from Q. Nos. 6, 7, 8, 9 in Section C. Each question carries **10** marks. Answer to each question should be up to 5 pages in length.

SECTION—A

1. (a) Co-ordination.
- (b) Unity of direction.
- (c) Management vs administration.
- (d) Social responsibility of business.
- (e) Recruitment policy.

- (f) Employee training.
- (g) Marketing vs selling.
- (h) Collection of data.
- (i) Advertising media.
- (j) Batch production.
- (k) Production planning.
- (l) Statistical quality control. 1×10=10

SECTION—B

- 2. Discuss nature and characteristics of management by giving suitable examples. 10
- 3. Define the term 'business ethics'. Elaborate various ethical issues faced by a business in its functioning. 10
- 4. What is selection ? Explain different steps in the selection process. 10
- 5. Explain various methods of merit rating used to evaluate the performance of employees. 10

SECTION—C

- 6. Discuss various techniques generally adopted by business organizations for conducting market research. 10
- 7. Define salesmanship. What are the qualities required in a person for successful selling ? 10
- 8. What is strategic management ? Discuss the role of C.E.O. in strategic management. 10
- 9. Discuss various methods of quality control by giving relevant examples. 10

Exam. Code : 108502

Subject Code : 2831

B.Com. 2nd Semester

**DRUG ABUSE : PROBLEM, MANAGEMENT AND
PREVENTION**

Time Allowed—3 Hours]

[Maximum Marks—50

SECTION—A

Note :— Attempt any **THREE** questions; each question carries
5 marks. Answer of question should not exceed
2 pages. $5 \times 3 = 15$

1. Discuss social causes of drug abuse.
2. Explain Relapse Management.
3. What do you mean by Behavioural and Cognitive Therapy ?
4. What is the role of media in drug abuse ?
5. What are the methods to tackle the problem of drug abuse ?

SECTION—B

Note :— Attempt any **TWO** questions; each question carries
10 marks. Answer of question should not exceed
4 pages. $10 \times 2 = 20$

1. Discuss the effect of drug abuse on individual and family.
2. Discuss Psycho-Social methods for the management of drug abuse.

3. What are the methods for the prevention of drug abuse ?
4. How can educational institutions play their role for the prevention of drug abuse ?

SECTION—C

Note :— Attempt any **ONE** question; it shall carry 10 marks.

Answer of question should not exceed 4 pages.

$$15 \times 1 = 15$$

1. Discuss different legislations passed by the Indian government for the prevention of drug abuse.
2. Discuss consequences of drug abuse.