(FOR THE CANDIDATES ADMITTED DURING THE ACADEMIC YEAR 2016 ONLY)

(NO.OF PAGES: 3)

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REG.No.

NGM COLLEGE (AUTONOMOUS) : POLLACHI

END – OF – SEMESTER EXAMINATIONS : APRIL / MAY- 2018

B.Com. – B.P.S **MAXIMUM MARKS: 75**

IV - SEMESTER **TIME: 3 HOURS**

PART – III
STATISTICAL METHODS

SECTION – A_ **(10 X 1 = 10 MARKS)**

ANSWER THE FOLLOWING QUESTIONS.
MULTIPLE CHOICE QUESTIONS.

1. The origin of the word statistics has been traced to the Latin word ________
   (a) Statista (b) Status (c) Statistique (d) Standard
2. Who introduced the concept of standard deviation?
   (a) Fisher (b) James (c) Karl Pearson (d) Marshall
3. Karl Pearson's coefficient of correlation is denoted by ______
   (a) A (b) R (c) K (d) r
4. The year which the current year is compared is called the ___________
   (a) Base year (b) Financial year (c) Academic year (d) Calendar year
5. Random sampling method is also called as __________
   (a) Purposive sampling (b) Judgement sampling (c) Quota sampling
   (d) Probability sampling

SHORT ANSWER

6. Define Statistics.
7. What do you mean by Range?
8. What is positive correlation?
9. Write the formula of Laspeyre's model.
10. What is sample?

SECTION-B **(5 X 5 =25 MARKS)**

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. (a). The expenditure of 10 families in Rupees are given below:

Family	A	B	C	D	E	F	G	H	I	J
Expenditure	30	70	10	75	500	8	42	250	40	36

(OR)

(b). Find Median for the following:

6	9	21	5	7	-2	0	32	9

12. (a). Find the value of range and its coefficient for the following data.

8	10	5	9	12	11

(OR)

(b). For the data below, calculate standard deviation.

40	50	60	70	80	90	100

13. (a). Explain the merits of Karl Pearson's Correlation coefficient.

(OR)

(b). What are the uses of Regression analysis?

14. (a). For the data given below, find the index number by Paasche's method.

Products	P_0	Q_0	P_1	Q_1
A	12	100	20	120
B	4	200	4	240
C	8	120	12	150
D	20	60	24	50

(OR)

(b). From the following data, construct an index for 2009 taking 2008 as base:

Commodities	**Price in 2008 (Rs.)**	**Price in 2009 (Rs)**
A	50	70
B	40	60
C	80	90
D	110	120
E	20	20

15.(a). What are the factors that contribute to non-sampling errors?

(OR)

(b). Explain the methods of Simple Random Sampling methods.

SECTION C- [5X8=40 MARKS]

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

16. (a). Discuss the limitations of statistics.

(OR)

(b). Calculate the harmonic mean from the following data:

X	10	12	14	16	18	20
f	5	18	20	10	6	1

17. (a). Calculate Karl Pearson's coefficient of skewness for the following data:

25	15	23	40	27	25	23	25	20

(OR)

(b). Calculate Bowley's coefficient of skewness :

Annual Sales (Rs.000)	0-20	20-50	50-100	100-250	250-500	500-1000
No. of item	20	50	69	30	25	19

18. (a). The following tables gives aptitude test scores and productivity indices of 8 randomly selected workers.

Aptitude Score	57	58	59	59	60	61	62	64
Productivity Index	67	68	65	68	72	72	69	71

(OR)

(b). Calculate the two regression equations from the following data:

X	10	12	13	12	16	15
y	40	38	43	45	37	47

19. (a) Construct index numbers of price form the following data by applying (i) Laspeyre's Method (ii) Paasche's Method (iii) Fisher's Method.

Year	**2009**		**2008**	
Commodities	**Price**	**Quantity**	**Price**	**Quantity**
A	4	6	2	8
B	6	5	5	10
C	5	10	4	14
D	2	13	2	19

(OR)

(b). Calculate the cost of living index number from the following data:

Item	**Base Year Price**	**Current Year Price**	**Weight**
Food	39	47	4
Fuel	8	12	1
Clothing	14	18	3
House Rent	12	15	2
Miscellaneous	25	30	1

20. (a). Using three year moving averages determine the trend and short term fluctuation.

Year	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992
Production	21	22	23	25	24	22	25	26	27	26

(OR)

(b). Explain the methods of non-random sampling.

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IV - SEMESTER **TIME: 3 HOURS**

PART – III
BANKING FOR BUSINESS PROCESS SERVICES

SECTION – A_ **(10 X 1 = 10 MARKS)**
ANSWER THE FOLLOWING QUESTIONS.
MULTIPLE CHOICE QUESTIONS.

1. Which of the following is called a 'banker's cheque'?
   (a) Demand Draft (b) Debit card
   (c) Pay order (d) Banker's draft

2. The Business entity that is authorised to accept cards for the payment of goods and services is called?
   a) Issuer (b) Acquirer (c) Merchant (d) Authorised issuer

3. What is NEFT?
   (a) National Electronic Funds Transfer (b) National Electric Funds Transfer
   (c) National Electricity Funds Transfer (d) New Electronic Funds Transfer

4. Which is the main revenue generation asset for the banks?
   (a) Investment securities (b) Real estate
   (c) Consumer Deposits (d) Loans

5. L/C stands for __________ .
   (a) Low credit (b) Letter of Credit
   (c) Loan certificate (d) Letter of cancellation

Short Answers:

6. Define ATM.

7. What is credit card?

8. What do you mean by bankruptcy?

9. Define Lockbox.

10. What is Letter of Credit?

SECTION-B (5 X 5 =25 MARKS)
ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. (a) What is KYC? Explain the list of documents for KYC.
(OR)
(b) Write about mutual fund processing.

12. (a) Explain the settlement validation of card.
(OR)
(b) Bring out the importance of customer relationships management in bank.

13. (a) State and explain the mortgage services of bank.
(OR)
(b) Discuss the requirements of lead generation of bank.

14. (a) Write short notes on payments life cycle.
(OR)
(b) Describe Nostro Reconciliation in cash management of bank.

15. (a) Briefly explain various types of bank guarantees.
(OR)
(b) Explain the basics of UCP600.

SECTION C- [5X8=40 MARKS]
ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

16. (a) Briefly explain the functions of a bank.
(OR)
(b) Discuss the various risks and controls of bank.

17. (a) What are the different types of credit cards? Explain.
(OR)
(b) Explain the settlement and reconciliation of card payment.

18. (a) Discuss the support and settlement services of lead bank.
(OR)
(b) Describe about various customer services of bank.

19. (a) What are the different types of funds transfer?
(OR)
(b) State and explain the various clearing systems.

20. (a) Enumerate the role of banks in international trade.
(OR)
(b) Briefly explain the important value added services of a bank.

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IV - SEMESTER **TIME: 3 HOURS**

PART – III
RETAIL ENVIRONMENT AND MARKET RESEARCH

SECTION – A_ **(10 X 1 = 10 MARKS)**
ANSWER THE FOLLOWING QUESTIONS.
MULTIPLE CHOICE QUESTIONS.

1. In ___________ market goods and services are given to the highest bidder
   (a). Retail market (b) Auction Market
   (c). Knowledge market (d) Virtual market.
2. _________ helps to divide a large population into specific customer groups.
   (a). Demographic segmentation (b). Geographic segmentation
   (c). Psychological segmentation (d). Benefit Segmentation.
3. __________ is the face to face question and answer session.
   (a). Interview (b). Surveys
   (c). Observation (d). Analysis
4. Brand name that identifies several related products is called as.
   (a). Manufacturer's brand (b). Family Brand
   (c). Captive Brands (d). Individual Brand
5. ______ research is also known as retail audit.
   (a). Consumer Research (b). Media Research
   (c). Retail Research (d). Market Research

SHORT ANSWERS.
6. What is CPG?
7. Define Supermarket.
8. Write a note on Skimming Pricing.
9. What is Qualitative Research?
10. What is Internet survey?

SECTION-B **(5 X 5 =25 MARKS)**
ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. (a). Discuss various types of goods.
[OR]
(b). Explain the Need of Market research.

12. (a). Analyse the functions of Retailing.
[OR]
(b). State the benefits of Market Segmentation.

(CONTD…2)

13. (a). Write various data collection methods under primary research.

[OR]

(b). Write a short note on 1. Product 2. Price.

14. (a). Write a short note on 1. Product Planning. 2. Product Mix.

[OR]

(b). State various types of brands.

15. (a). Recall the characteristics of retail data.

[OR]

(b). State the methods of collecting Media Data.

SECTION C- [5X8=40 MARKS]

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

16. (a). Explain the Classification of Consumer Packaged Goods.

[OR]

(b). Explain the factors influencing consumer behaviour.

17. (a). List various formats of retailing.

[OR]

(b). Explain the various types of segmentation.

18. (a). Elaborate various methods of conducting Market Research.

[OR]

(b). Give a detailed note on Pricing strategies.

19. (a). Explain the process of new product development.

[OR]

(b). Define Advertising and Explain various medias of Advertising.

20. (a). Define Media Data and explain its characteristics.

[OR]

(b). Elaborate Consumer Panels used in Research.

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END-OF-SEMESTER EXAMINATIONS: NOVEMBER - 2018

B.COM – BPS **MAXIMUM MARKS: 75**

I SEMESTER **TIME: 3 HOURS**

PART III

BUSINESS ECONOMICS

SECTION – A **(10 X1 = 10 MARKS)**

ANSWER THE FOLLOWING QUESTIONS

MULTIPLE CHOICE QUESTIONS

1 Primary measures of the success of any business is ________________

a. Industry b. Supply c. Profit d. Pric

2 Consumer surplus is the difference between___________

a. Price demanded and price paid b. Price quoted and price actually paid

c. Price that a consumer is willing to pay and paid d. Actual price and discount

3 The Marginal productivity theory of distribution is___________

a. An explanation of factor pricing

b. An explanation of personal income distribution

c. An explanation of national income determination

d. An explanation of output

4 Production function relates_______________

a. cost to input b. input to output c. wages to profits d. costs to output

5 Perfect competition implies______________

a. Differential goods b. Advertised goods c. Homogenous Goods d. Substitute Goods

SHORT ANSWERS

6 What are the social responsibility of the business firm?

7 What is Short run demand?

8 What is Marginal Cost?

9 What is Market?

10 What is Skimming Pricing? **(CONTD….2)**

SECTION – B **(5 X 5 = 25 MARKS)**

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. a. Write some Objectives of the Business firm.

(OR)

b. Explain the scope of Managerial Economics.

12. a. Describe the Law of demand.

(OR)

b. Why does Demand curve sloes downwards?

13. a. What do you mean by Law of Variable Proportion?

(OR)

b. Describe Break-even Analysis.

14. a. Explain different types of Monopoly.

(OR)

b. What do you mean by Price discrimination?

15. a. Explain the Pricing over the life cycle of a product.

(OR)

b. What is national Income? and its methods used for measuring National Income.

SECTION - C **(4 X 10 = 40 MARKS)**

ANSWER ANY FOUR OUT OF SIX QUESTIONS.
(16TH QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS FROM Q.NO: 17 TO 21)

16 What is meant by Consumer surplus? explain how to measure it.

17 Analyse the Law of Diminishing Marginal utility.

18 Explain the Elasticity of demand and its types.

19 Describe various types of costs.

20 Elaborate in detail the price and output determination under perfect competition.

21 Explain various Pricing methods.

(OR)

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END-OF-SEMESTER EXAMINATIONS: NOVEMBER - 2018

B.COM – BPS **MAXIMUM MARKS: 75**

I SEMESTER **TIME: 3 HOURS**

PART III

FINANCIAL ACCOUNTING

SECTION – A (10 X1 = 10 MARKS)

ANSWER THE FOLLOWING QUESTIONS

MULTIPLE CHOICE QUESTIONS

1. Personal accounts are related to________
   a. Assets and Liabilities b. Expenses, losses and incomes
   c. Customers, Creditors etc d. None
2. Depreciation arises from____________
   a. Physical wear & tear b. Fall in the value of money
   c. Fall in the market value of assets d. None of the above
3. Under Stock and Debtors system the head office opens____________
   a. Trading & P&L a/c b. Branch adjustment a/c c. Total Sales account d. All the above
4. Initial payment which is payable by hirer at the time of entering into purchasing agreement is __________
   a. Installment b. Interest c. Cash price d. Down payment
5. The guaranteed minimum amount payable by lessees to the landlord is___________
   a. Short working b. Dead rent c. Recoupment d. All the above

SHORT ANSWER

6. What are fictitious assets?
7. How to find Total Sales and Total Purchase in conversion method?
8. What are direct expenses under Departmental Accounting?
9. Write any two contents of hire purchase agreement.
10. What is short workings?

SECTION – B (5 X 5 = 25 MARKS)

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. a) Journalize the following transactions:
    Purchased good for cash Rs 10,000
    Purchased stationery for cash Rs 500
    Purchased furniture for cash Rs 3,000
    Sold goods for cash Rs 8,000
    Sold goods to J for cash Rs 3,000 **(OR)**
    b) From the following balances extracted at the close of the year ended 31st December 1996. Prepare Profit and Loss account of Mr. Roy as at that date:

Gross profit	55000	Commission	300
Carriage on sales	500	Repairs	500

Office Rent	500	Telephone expenses	520
General Expenses	900	Interest(Dr)	480
Discount to customers	360	Fire insurance premium	900
Interest from Bank	200	Bad debts	2100
Travelling expenses	700	Apprentice Premium (Cr)	1500
Salaries	900	Printing & Stationery	2500
Trade Expenses	300		

(CONTD….2)

12. a) George Co Ltd purchased a machine on 1st January 1995 for Rs 50,000. On 1st July 1995 further machinery was purchased for Rs 25,000.On 1st July 1996, the machinery purchased on 1st January 1995 having become obsolete, was sold off for Rs 20,000. Depreciation has to be charged at 20% on the original cost assuming that the accounts are closed every year on 31st December. Prepare Machinery account.

(OR)

b) From the following information you are required to calculate total sales during the year:

Debtors on April 1 1998	51000
Cash received from debtors during the year (as per cash book)	152000
Return inwards	13500
Bad debts	6000
Debtors as on March 31 1999	69000
Cash Sales (as per cash Book)	142000

13. a) The following information relates to Hyderabad Branch:

Stock on 1.1.94			11200
Branch debtors on 1.1.94			6300
Goods sent to branch			51000
Cash sent to Branch for :	Rent	1500	
	Salaries	3000	
	Petty cash	500	**5000**
Sales at branch:	Cash	25000	
	Credit	39000	**64000**
Cash received from Debtors			41200
Stock on 31.12.94			13600

Prepare Branch account for the year. **(OR)**

b) There are five departments in a concern. The total indirect expenses amounted to Rs 12000. One sixth of expenses are to be divided equally to all the five departments. The remaining expenses are to be shared in the ratio of sales. Sales of various departments were as follows:

Department A Rs 50,000: Department B Rs 40,000: Department C Rs 30,000
Department D Rs 20,000: Department E Rs 60,000. Show the allocation of indirect expenses.

14. a) Alpha Ltd. purchased a plant form Beeta Ltd. on hire purchase system on January 1st 1998 on the following terms and conditions. According to the terms of agreement, 20% was to be paid on signing of the contract. The balance was to be paid in four equal annual installments of Rs 60,000 each (inclusive of interest @ 10%) to be paid at the end of each year. The cash price of the plant was Rs 3,00,000. Calculate interest. **(OR)**

b) 'B' Ltd. purchased machinery from 'A' Ltd. The cash Price of the machinery was Rs. 1, 40, 000. According to the terms of the agreement. Rs 40, 000 was to be paid On signing of the Contract as down Payment. The balance was to be in four equal Annual Installments of Rs. 25000 each inclusive of interest at 20 % to be paid at the end of each year. Find out Interest.

15. a) Compute short workings recovered from the following particulars assuming short workings are recoupable in the following two years:
Royalty Rs 5 per ton of coal raised
Dead rent Rs 35,000 p.a
Output 1999 : 5000 tonnes
2000 : 8000 tonnes
2001: 10000 tonnes **(CONTD….3)**

(OR)

b) Bharath Coal Ltd. Leased a colliery from Dalmia Coal Ltd. On 1st January 194 a minimum rent of Rs 15,000 merging into royalty of Rs 1.50 per ton with power to recoup short workings during the first three years of the lease. The output of the colliery for the five years of the lease was 4,500, 7,500, 13,500, 8,500 and 14,000 tonnes respectively.
Prepare analytical table pass the journal entries for five years for the above transactions in the books of Dalmia Coal Ltd.

SECTION - C (4 X 10 = 40 MARKS)

ANSWER ANY FOUR OUT OF SIX QUESTIONS.
(16TH QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS FROM Q.NO: 17 TO 21)

16. Prepare Trail Balance from the following:

Capital	9000
Plant & Machinery	12000
Purchases	8000
Sales	12000
Sundry creditors	8000
Bank loan	22000
Rent outstanding	1000
Opening Stock	2000
Sales returns	4000
Investments	14000
Debtors	12000

17. Prepare Trading, Profit and Loss account and Balance Sheet from the following Trail Balance of Mr. M Malan

Particulars	Debit	Credit
Sundry Debtors	92000	
Plant & Machinery	20000	

Interest	430	
Rent , rates ,taxes and Insurance	5000	
Conveyance charges	1320	
Wages	7000	
Sales returns	5400	
Purchases	150000	
Opening Stock	60000	
Malan's Drawings	22000	
Trade expenses	1350	
Salaries	11200	
Advertising	840	
Discount	600	
Bad debts	800	
Business premises	12000	
Furniture& Fixtures	10000	
Cash in hand	2060	
Malan's Capital		70000
Purchase Returns		2600
Sales		250000
Sundry Creditors		60000
Bank Overdrafts		20000

(CONTD….4)

i) Stock on hand on 31.12.96 Rs 90,000

ii) Provide depreciation on premises at 2.5%, plant & Machinery at 7.5% and furniture & fixtures at 10%

iii) Write off Rs 800 as further bad debts

iv) Provide for doubtful debts at 5% on sundry debtors

v) Outstanding rent was Rs 500 and outstanding wages Rs 400

vi) Prepaid insurance Rs 300 and prepaid salaries Rs 700

18. Rakesh keeps his books on single entry basis. Prepare a statement of affairs as on 31.10.1982 and a statement of profit(or) loss for the period ending 31.10.1982

Assets and Liabilities	**1.11.1981 (Rs)**	**31.10.1982 (Rs)**
Bank Balance	560 (cr)	350(Dr)
Cash in hand	10	50
Debtors	4500	3600
Stock	2700	2900
Plant	4000	4000
Furniture	1000	1000

Rakesh had withdrawn Rs 2000 during the year and had introduced fresh capital of Rs 4,200 on 1.7.1982. A provision of 5% on debtors is necessary. Write off Depreciation on Plant at 10% and furniture at 15%. Interest on capital is to be allowed at 5%.

19. A Madras head office has a branch at Salam to which goods are invoiced at cost plus 20%. From the following particulars, prepare Branch a/c in the head office books:

Goods sent to branch	2,11,872
Total Sales	2,06,400
Cash Sales	1,10,400
Cash received from Branch Debtors	88,000
Branch Debtors on 1.1.96	24,000
Branch Stock on 1.1.96	7,680
Branch Stock on 31.12.96	13,440

20. On 1.1.1996 M/s. Jayasurya Ltd. Purchased eight buses costing Rs 10,00,000 each from M/s. Peetee Coach Ltd. Payment was to be made 20% down and the reminder in four equal annual installments commencing from 31.12.1996 with interest at 10% p.a. M/s Jayasurya Ltd. Writes off depreciation @ 20% on the diminishing balance. Give necessary journal entries and ledger account in the books of M/s Jayasurya Ltd. Also calculate interest and depreciation.

21. Ravi took a colliery on lease. The dead rent was Rs 750 a year, merging into a royalty of 35 paise per tonne of coal raised, with the right to recover short workings out of royalties of two years from the period in which the short workings arose. The output raised were:

I Year	1000 tonnes
II Year	1500 tonnes
III year	2500 tonnes
IV year	1500 tonnes
V year	1000 tonnes

Prepare analytical table and show ledger a/c for the five years in the books of Ravi.

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PART III
BUSINESS MANAGEMENT
SECTION – A **(10 X1 = 10 MARKS)**

ANSWER THE FOLLOWING QUESTIONS
MULTIPLE CHOICE QUESTIONS

1. Management is ________

   a. An art b. A science c. Both arts & Science d. None

2. Planning function of management is relatively more performed by________

   a. Top Management b. Middle Management c. Lower Management d. None

3. Span of Management means___________

   a. A good organization should consist of departments

   b. Authority of each person must be clearly defined

   c. Each subordinate should have one superior

   d. A manager can supervise a limited no of executive

4. Leadership implies the existence of the __________

   a. Follower b. Leader c. community on interest between the two d. All of these

5. The decision making process is made up of ____________

   a. Diagnosis b. Discovery of alternatives c. Analysis of Alternatives d. All of these

SHORT ANSWER

6. What do you mean by Division of Work?
7. What is medium range planning?
8. What is formal organization?
9. Give any four needs of staffing.
10. What is the meaning of control?

(CONTD….2)

SECTION – B (5 X 5 = 25 MARKS)

ANSWER EITHER (a) OR (b) IN EACH OF THE FOLLOWING QUESTIONS.

11. a) Define Management by Exception. Give its benefits.

(OR)

b) What are the importances of management?

12. a) Write about the objectives of planning.

(OR)

b) What are the major limitations of planning?

13. a) Explain about the importance of sound organization.

(OR)

b) What are the types of authority?

14. a) What are the sources of external recruitment?

(OR)

b) Distinguish between X and Y theory.

15. a) What are the processes of control?

(OR)

b) Explain about formal communication and its forms.

SECTION - C (4 X 10 = 40 MARKS)

ANSWER ANY FOUR OUT OF SIX QUESTIONS.
(16TH QUESTION IS COMPULSORY AND ANSWER ANY THREE QUESTIONS FROM Q.NO: 17 TO 21)

16. What are the factors determining Span of Control?
17. Explain in detail Fayol's 14 principles of management.
18. What are the different types of planning on the basis of time?
19. Distinguish between delegation and decentralization
20. Write in detail about Maslow's need theory.
21. Explain about Traditional Control Techniques.

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