

Time: 2 Hours

Marks: 60

Note:

1. All questions are compulsory.
2. Figures to the right indicate full marks.

Q1. Product X is obtained after it is processed through three processes. (15)
The following information is available.

Particulars	Process			
	Total Rs.	I Rs.	II Rs.	III Rs.
Material	1,50,840	52,000	39,600	59,240
Direct wages	1,80,000	40,000	60,000	80,000
Production overheads	1,80,000	-	-	-

10,000 units @ Rs. 6 per unit were introduced in Process I. There was no stock of material or work in progress at the beginning or at the end. The output of each process passes directly to the next process and finally to the finished stock. Production overhead is recovered at 100 % of direct wages.

The following additional data are obtained.

Particulars	Output unit	Percentage of Normal loss to input	Value of Scrap per unit
Process I	9,500	5%	4
Process II	8,400	10%	8
Process III	7,500	10%	10

Prepare Process accounts and Abnormal Loss/ Gain Account and Normal Loss Account.

OR

Q1. The product of a company passes through 3 distinct processes. The following information is obtained from the accounts for the month ending January 31, 2008. (15)

Particulars	Process – A (Rs.)	Process – B (Rs.)	Process - C (Rs.)
Direct Material	7800	5940	8886
Direct Wages	6000	9000	12000
Production Overheads	6000	9000	12000

3000 units @ Rs. 3 each were introduced to process – I. There was no stock of materials or work in progress. The output of each process passes directly to the next process and finally to finished stock A/c.

The following additional data is obtained:

Process	Output	Percentage of Normal Loss to Input	Value of Scrap per Unit (Rs.)
Process – I	2850	5 %	2
Process – II	2520	10 %	4
Process – III	2250	15 %	5

Prepare Process Cost Account, Normal Loss Account and Abnormal Gain or Loss Account.

Q2. Fabled company manufactures conference tables and follows ABC to absorb overhead. The company has chosen the following cost pools and cost drivers for the production overhead: (15)

Cost pool	Production overhead (Rs.)	Cost driver	Cost driver quantity
Machine set up	4,00,000	No of setups	5,000 set up
Production orders	1,00,000	No of orders	200 orders
Machine maintenance	1,60,000	Machine hours	4,000 hours
Parts repairs	2,40,000	Number of parts	8,000 parts

You are required to:

1. Compute the overhead rate for each cost driver
2. The company received a special order of 20 conference tables that requires the following number of support activities:
No. of machine setups: 60, No. of production orders: 25, No. of machine hours: 400, No. of parts to be repaired-50
3. How much production overhead would be charged to this order?
4. Compute the factory cost for this order from the following table:
Direct material Cost per table-4000, direct wages per table: 2500, Direct expense per table-Rs1,000.

OR

Q.2 RBL Bank operated for year assuming that profitability can be increased by increasing rupees volumes. But that has not been the case. Cost analysis has revealed the following: (15)

Activity	Activity Cost (Rs.)	Activity Driver	Activity Capacity
ATM service	2,50,000	No. of ATM transactions	2,50,000
Processing Fees	6,00,000	No. of Files Processed	1,50,000
Statements Issue Charges	7,50,000	No. of statements issued	5,00,000
Customer Inquiries	4,00,000	Telephone minutes	8,00,000

The following annual information on three products was also made available:

Particulars	Savings Accounts (Rs.)	Personal Loans (Rs.)	Credit Cards (Rs.)
ATM transactions	2,00,000	0	50,000
File processed	50,000	50,000	50,000
Statements Issued	2,50,000	1,00,000	1,50,000
Telephone minutes	2,00,000	3,00,000	3,00,000

REQUIRED:

1. Calculate rates for each activity.
2. Using the rates computed in requirement (1), calculate the cost of each product using ABC.

Q3. (a) A manufacturing department set the following standard costs for producing 1,000 units of a product: (7)

Direct materials: ₹20 per unit
Direct labor: ₹15 per unit
Variable overhead: ₹10 per unit

Actual production resulted in 1,200 units with the following actual costs:

Direct materials: ₹24,000
 Direct labor: ₹17,500
 Variable overhead: ₹12,000

Calculate the cost variances for each category and evaluate the department's overall performance.

Q3. (b) From the following information calculate Cost of Sales and Cost of inventory under CPP Method presuming that the firm is following LIFO Method for inventory valuation : (8)

Particulars	Rs.
Inventory as on 1 st January 2022	8,000
Purchases during the 2022	48,000
Inventory as on 31 st Dec.,2022	12,000

Price Index as on 1st Jan 2022 = 100
 Price Index as 31st Dec.2022 = 140
 Average Price Index for 2022 = 125

OR

Q3. X Ltd. supplies spare parts to an aircraft company Y Ltd. The production capacity of X Ltd. facilitates production of any one spare part for a particular period of time. The following are the cost and other information for the production of the two different spare parts A and B.

(15)

Per Unit	Part A	Part B
Alloy Usage	1.6 kgs	1.6 kgs
Machine Time :Machine A	0.6 hrs	0.25 hrs
Machine Time :Machine B	0.5 hrs	0.55 hrs
Target Price	145	115

Total hours available:

Machine A – 4,000 hours and Machine B – 4,500 hours

Alloy available is 13,000 kgs @ Rs.12.50 per kg

Variable overheads per machine hour:

Machine A : Rs. 80 and Machine B Rs.100.

You are required to:

1. Identify the spare part which will optimize contribution at the offered price. If Y Ltd. reduces target price by 10% and offers Rs.60 per hour of unutilized machine hour, what will be the total contribution from the spare part identified above?

Q.4 (a) Multiple Choice Questions: (any 8) (8)

1. Cost allocation basis in activity-based costing should be _____.
 a. cost drivers b. cost pools. c. activity centres d. resources
2. ABC is _____.
 a. a method of accounting for material b. a method of allocating indirect cost
 c. another name of benchmarking d. a cost object

3. Which statement is true about a favorable variance in responsibility accounting?
 - a. It indicates that the costs are in line with the budget.
 - b. It shows that costs are higher than budgeted.
 - c. It indicates that performance is worse than expected.
 - d. It suggests that costs are lower than budgeted.
4. Which department's performance might be assessed based on the materials price variance?
 - a. Accounting
 - b. Purchasing
 - c. Sales
 - d. Research & Development
5. Which method of inflation accounting is more commonly used?
 - a. The historical cost method
 - b. The current purchasing power method
 - c. The cash basis method
 - d. The accrual basis method
6. Target cost = Target Selling Price less target _____.
 - a. Cost
 - b. Profit
 - c. marginal cost
 - d. Sales
7. A product which has practically no sales or utility value is _____.
 - a. Waste
 - b. Scrap
 - c. Spoilage
 - d. Defectives
8. The type of process loss that should not affect the cost of inventory is _____.
 - a. Abnormal loss
 - b. normal loss
 - c. Seasonal loss
 - d. standard loss
9. An unfavorable variance in responsibility accounting indicates that:
 - a. Costs are lower than budgeted
 - b. Costs are higher than budgeted
 - c. Costs are exactly as budgeted
 - d. Costs are irrelevant to the budget
10. Which variance compares the actual costs to the standard costs for the actual level of output?
 - a. Volume Variance
 - b. Efficiency Variance
 - c. Flexible Budget Variance
 - d. Price Variance

(b) State whether following statements are true or false: (any 7) (7)

1. Process costing is used when output is produced in a continuous process system, and it is difficult to separate individual units of output.
2. Normal loss is usually expressed as a percentage of the input units of materials.
3. Target Costing is originally promoted in India .
4. The conclusions drawn on the basis of study of final accounts prepared on the basis of historical cost method of accounting may become misleading due to inflation.
5. Responsibility accounting primarily focuses on holding individual managers accountable for the performance of their respective areas within an organization.
6. Responsibility accounting only considers financial measures and does not incorporate non-financial performance indicators.
7. An unfavorable variance in responsibility accounting always suggests poor performance.
8. Traditional method of overhead allocation is more accurate than ABC Costing.
9. ABC costing is used only to allocate the direct cost.
10. ABC costing focuses on reducing costs and improving processes.

OR

- Q4. Write a short note: (any 3) (15)
- a. Limitations of Activity Based Costing
 - b. Responsibility Accounting and its Components
 - c. Objectives of Transfer Pricing
 - d. Methods of determination of Profit under Current Cost Accounting (CCA)
 - e. Abnormal gain

Time: 2 Hours

Marks: 60

Note - 1) All questions are compulsory subject to internal choice.

2) Figures to the right indicate full marks.

3) Working note should form the part of answer.

4) Use of simple calculator is only permitted.

Q. 1 Following is the Trial Balance of Mahesh Co-operative Consumer Society, Ratnagiri as on 31st March 2023.

(15)

Particulars	Dr Rs.	Cr Rs.
Share Capital		10,08,000
Reserve Fund		1,80,000
Profit and Loss Account 1 st April 2022		5,28,000
Furniture and Fixture	11,76,000	
Opening Stock 1 st April 2022	3,72,000	
Salaries	9,00,000	
Debtors and Creditors	1,80,000	1,20,000
Commission	2,64,000	
Rent and Taxes	1,80,000	
Postage	24,000	
Printing and Stationary	42,000	
Admission Fees		6,000
Travelling and Conveyance	54,000	
Electricity Security Deposit	96,000	
Purchases and Sales	1,90,20,000	2,28,60,000
Freight and Cartage	4,80,000	
Education Fund		24,000
Investments	7,20,000	
Cash in hand	18,000	
Balance at Bank	12,00,000	
	2,47,26,000	2,47,26,000

Adjustments

- 1) Closing stock is valued at Rs. 13, 20,000.
- 2) Outstanding Rent Rs. 12,000 and Salary payable Rs. 60,000.
- 3) Rs. 24,000 Rent was paid in advance as on 31st March 2023.
- 4) Accrued Income on Investment Rs. 75,000.
- 5) Provide 10% Depreciation on Furniture and Fixture.
- 6) Contribution to Education Fund Rs. 510.

You are required to prepare

- a) Trading and Profit and Loss Account for the year ended 31st March 2023
- b) Balance Sheet as on that date
- c) Memorandum Profit and Loss Appropriation Account for the year ended 31st March 2023.

OR

Q.1] From the following information of Agni protection Insurance Ltd you are required to prepare Revenue Account for the year ended 31st March 2023. (15)

Particulars	Direct Business Rs.	Re-Insurance Business Rs.
A] Premiums		
Received during the year ended 31 st March 2023	18,40,000	2,88,000
Receivable as on 1 st April 2022	75,000	1,00,000
Receivable as on 31 st March 2023	1,04,000	1,02,000
Paid during the year ended 31 st March 2023		1,84,000
Payable as on 1 st April 2022		1,12,000
Payable as on 31 st March 2023		1,46,000
B] Claims		
Paid during the year ended 31 st March 2023	9,40,000	1,20,000
Payable as on 1 st April 2022	50,000	11,000
Payable as on 31 st March 2023	62,000	13,200
Received during the year ended 31 st March 2023		51,000
Receivable as on 1 st April 2022		11,000
Receivable as on 31 st March 2023		4,800
C] Commission		
On reinsurance accepted	88,000	8,000
On Reinsurance ceded		10,000
D] Other Expenses and Incomes		
Salaries		5,60,000
Rent and rates		1,60,000
Postage		12,000
Printing and Stationary		1,20,000
Legal Expenses (40% for settlement of claims)		72,000
Dividend and Interest Received		5,60,000

Reserve for Unexpired Risk as on 1st April 2022 was Rs. 9,00,000,

Q.2 Innova Ltd with its Head Office at Mumbai and branch at California, The following is the Trial Balance as on 31st March 2023 of the California branch which was sent to the head office. (15)

Particulars	\$	\$
Head Office Account		1,10,720
Remittance to Head Office	24,032	
Bills Receivable and Payable	40,000	9,600
Sundry Debtors and Creditors	60,800	11,200
Purchases	2,16,000	
Sales		3,61,600
Furniture and Fixtures	21,440	
Stock (As on 1 st April 2022)	32,000	
Salaries	6,400	
Depreciation on Furniture & Fixtures	24,032	
Cash on hand and at Bank	12,800	
General Expenses	22,400	
Postage and Telephone	2,048	
Travelling Expenses	31,168	
	4,93,120	4,93,120

The Stock in hand on 31st March 2023 was \$ 40,000, the rates of exchanges were

1 st April 2022	\$1 = Rs. 76
31 st March 2023	\$1 = Rs. 78
Average Rate	\$1 = Rs. 77

In the books of head office the balance of the California Branch Account and of the remittances from the California Branch Account appears as Rs. 28, 61,552 and Rs. 5, 93,088 respectively.

The original Furniture and Fixtures were purchased when the exchange rate was \$ 1 = Rs. 70
Convert the above trial balance into rupees currency and prepare final accounts of the branch in the books of the head office for the year ended 31st March 2023.

OR

Q.2 From the following information as on 31st March 2023, prepare the Revenue Account of Atlantic Co. Ltd engaged in Marine Insurance Business. (15)

Particulars	Direct Business	Re insurance Business
<u>Premium</u>		
Received during the year ended 31/3/2023	16,00,000	1,90,000
Receivable as on 1 st April 2022	30,000	5,250
Receivable as on 31 st March 2023	45,000	7,000
Premium Paid		60,000
Payable 1 st April 2022		5,000
Payable as on 31 st March 2023		10,500
<u>Claims</u>		
Paid during the year ended 31/3/2023	9,12,500	311,250
Payable as on 1 st April 2022	23,750	3,250
Payable as on 31 st March 2023	43,750	5,500
Claims Received		25,000
Receivable as on 31 st March 2022		2,250
Receivable as on 31 st March 2023		3,000
<u>Commission</u>		
On insurance accepted		37,500
On re insurance ceded		3,500

Other expenses Rs.
 Salaries 65,000
 Rent, Rates and taxes 4,500
 Printing and Stationary 5,750
 Legal Expenses (Inclusive of Rs. 5,000 in connection with settlement of claim) 15,000

Reserve for Unexpired Risk as on 1st April 2022 was Rs. 17,00,000

Q.3 Following is the Trial Balances of Smart Bank Ltd Navi Mumbai as on 31st March 2023. (15)

Particulars	Dr Rs.	Cr Rs.
Share Capital of Rs 100 each		16,00,000
Profit and Loss Account as on 31 st March 2023		6,40,000
Current Deposit Account		54,56,000
Savings Account		62,40,000
Directors' Fees	72,000	
Fixed Deposit Account		41,04,000
Audit Fees	16,000	
Interest and Discount Received		41,60,000
Furniture (Cost Rs 16,00,000)	13,92,000	
Rent and Taxes	1,36,000	
Printing and Stationary	64,000	
Commission and Exchange		16,00,000
Reserve Fund		5,60,000
Cash with Reserve Bank of India	56,00,000	
Cash with other Bank	52,00,000	
Investment at cost	24,80,000	
Salary	11,20,000	
Law Charges	24,000	
Cash in hand	2,56,000	
Branch Adjustment Account		14,40,000
Bills Discounted and Purchased	22,40,000	
Loans, Cash Credit and Overdraft	48,00,000	
Borrowings from Bank		32,00,000
Interest Paid	12,00,000	
Building (Cost Rs 48,00,000)	36,00,000	
Investments at Cost	8,00,000	
	2,90,00,000	2,90,00,000

Following additional information is available

- 1) The bank has accepted on behalf of the customers bills worth Rs. 24,00,000
- 2) Rebate on bills discounted Rs. 88,000
- 3) Provide depreciation on Building at 10% and Furniture at 5% on cost.

Prepare Final Accounts of Smart Bank Ltd for the year ending 31st March 2023

OR

Q.3. Following is the Trial Balance of Jai Vijay Bank Ltd as on 31st March 2023.

(15)

Particulars	Dr Rs.	Cr Rs.
Share Capital Rs 10 each		15,00,000
Savings Bank Deposits		90,00,000
Reserve Fund		30,00,000
Current Accounts		2,10,00,000
Investments	90,00,000	
Unclaimed Dividend		90,000
Money at Call and Short Notice	9,00,000	
Borrowed from Bank		6,00,000
Premises	36,00,000	
Bills Discounted	15,00,000	
Salaries	2,40,000	
Interest accrued and paid	6,00,000	
Fixed Deposits		60,00,000
Loans, Advances, Overdrafts and Cash Credits	2,10,00,000	
Rent	90,000	
Sundry Creditors		90,000
Bills Payables		24,00,000
P&L A/c as on 1 st April 2022		4,80,000
Net Profit for the year		13,50,000
Cash in hand	1,80,000	
Cash at Bank	84,00,000	
	4,55,10,000	4,55,10,000

The bank has the bills for Rs. 42,00,000 as collection for its constituents and also acceptances and endorsements for them amounting to Rs. 12,00,000.

Prepare Final Accounts of the Jay Vijay Bank for the year ending 31st March 2023

Q.4

A) Fill in the blanks with the most appropriate answer.

(05)

- 1) Deposits are shown in the Schedule Number ____ in Balance Sheet of Banks
- 2) Fire Insurance Company has to maintain Reserve for Unexpired Risk at ____
- 3) Salary is translated by applying the ____ rate for conversion Trial Balance
- 4) Register of Members of Co op. Society is maintained in the form of ____
- 5) The currency of the enterprise preparing account is called ____

B) State whether the following statements are True or False.

(05)

- 1) Rebate on bills discount is termed as advance income received.
- 2) Opening Inventory is translated at Closing Rate
- 3) Discount on Bills is shown by bank in Schedule of Interest Expended
- 4) Exchange difference of Integral Foreign Operation is transferred to Profit and Loss Account.
- 5) Advances of Loans, Cash Credits and overdrafts are shown in Schedule Number 7 of Banking Balance Sheet

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C) Match The following tables.

(05)

Table A	Table B
1 Marine Insurance	a. Closing Rate
2 Current Deposits	b. Fixed Assets
3 Closing Stock	c. Form N
4 Schedule 10 in Banking Balance Sheet	d. Repayable on Demand
5 Form of Balance Sheet of Co op. Society	e. 50% Reserve for Unexpired Risk
	f. 100% Reserve for Unexpired Risk

OR

Q.4] Write Short Notes (Any Three)

(15)

- 1) Conversion Trial Balance for Foreign Branches.
- 2) Consumer Co Operative Society.
- 3) Schedule 9 of Banking Balance Sheet.
- 4) Direct Insurance and Reinsurance.
- 5) Bye Laws of Co- operative Society

Time:2 Hours

Total Marks : 60

1. All Questions are compulsory of 15 marks each.
2. Exercise internal options wherever given.
3. Figures to the right represent full marks to the question.
4. All questions should be answered w.r.t assessment year 2023-24.
5. All workings shall form part of the main answer.
6. Use of simple calculator is allowed.

Q1.

Following is the profit and loss account of "M/s Vienna & Austen" Firm for financial year 2022-23, you are asked to compute income of firm and its tax liability for the assessment year 2023-24. (15)

Particulars	Amount (Rs)	Particulars	Amount (Rs)
To Salaries	3,15,000	By Gross Profit	21,35,000
To Rent of Office	1,57,500	By Rent from Subletting.	70,000
To Discount	10,500	By Winning from Lottery	3,10,000
To Premium on Life Insurance policy	24,500	By Interest on Fixed Deposit A/c	91,000
To Loss by Fire	42,000	By Profit on sale of computers	40,000
To Bad Debts	28,000		
To Penalties	77,000		
To Interest to Partners@10%	2,17,000		
To Repairs to Office Furniture	77,000		
To Depreciation	1,12,000		
To Gifts to Clients	28,000		
To Salary to Partners	10,50,000		
To Net Profit	5,07,500		
	26,46,000		26,46,000

Additional Information.

1. Depreciation as per Income Tax Act is Rs 1,05,000
2. Salary amongst partners i.e., Vienna and Austen are to be shared equally. Their profit-sharing ratio also remains equal.
3. The repairs to office furniture included Rs 15,000 paid in cash.

OR

Q1. From the following Income and Expenditure Account of Dr. Surendra compute his taxable income and tax liability for the Assessment year 2023-24. (15)

Income & Expenditure Account for the year ended 31-03-2023.

Particulars	Rs.	Particulars	Rs.
To Salaries to staff	6,00,000	By Consultation Fees	9,25,000
To Dispensary Expenses	2,45,500	By Visiting Fees	1,95,000
To Purchase of medicines	55,800	By Sale of Medicines	1,27,500
To Rent of Dispensary	84,000	By Gift from Patients	72,500
To Membership Fees	5,000	By Rent from House	1,80,000
To Income Tax	30,000	Property	
To Municipal Tax for Rented House	15,000		
To Interest on Housing Loan for Rented House	32,000		
To Donations	10,000		
To Printing and Stationary	12,200		
To Depreciation	60,000		
To Surplus	3,50,500		
Total	15,00,000	Total	15,00,000

Additional Information:

- 1) Gifts from patients include Rs. 2,500 from his mother in personal capacity.
- 2) Depreciation as per Income Tax Rules Rs. 55,000.
- 3) He paid Rs. 50,000 to State Bank of India towards Principal of Housing Loan.
- 4) He paid Rs. 20,000 for medical insurance of self, his wife and children.
- 5) He paid Life Insurance Premium for himself Rs. 25,000.

Q2.

Mr. Siddhesh, works in Crystal Ltd., a private company, From the following particulars of income provided for the previous year ended 31st March, 2023. (15)

Particulars	Amount (Rs)	
Basic salary	15,50,000	per annum
Commission received	2,50,000	per annum
Advance salary received	1,00,000	
Perquisite value of subsidised meal at workplace	35,000	per annum
House Rent Allowance (Exempt House Rent Allowance Rs.3,50,000)	4,18,500	Per annum
Profession tax paid	2,500	per annum
Other Information:		
Interest on Debentures of Indian Companies	25,000	
Interest on saving bank account with Bank of Maharashtra	18,000	
Dividend from Indian Companies	15,000	
Gift from Grandfather	51,000	
He paid medical insurance premium for his dependent daughter	Rs. 29,000.	

You are required to compute the net taxable income for the Assessment year 2023-24.

OR

Q.2 Mr. Gopal is the Sales Manager of M/s "AMAR FOOD PRODUCTS Pvt. Ltd." He provides you the following information for the previous year ending on 31-3-2022. (15)

1. Basic Salary @₹15,500 p.m.
2. Dearness Allowance ₹1,900 p.m.
3. Bonus ₹28,000/-.
4. Commission on sales@ 10%.
5. Sales during the year ₹38,09,900/-.
6. Perquisite value of car ₹29,540 being used for personal purposes.
7. Education Allowance @ ₹1,600 per month. (Exempt u/s 10(14) 1,200/-)
8. Received Entertainment Allowance @₹ 1,825/- p.m. since 1st January, 2023.
9. He was abroad on company's work during the month of February, 2023. Expenses incurred by him abroad ₹96,385/-was reimbursed to him.
10. Sweeper, Cook and Watchman provided at a salary of ₹800/- p.m. each.
11. Gas, water and Electricity bills amounting to ₹12,000 for personal use is paid by employer.
12. Employer deducted profession tax ₹2,500/- for the year 2022-23.
13. He is director with AB & Co. and received sitting fees Rs 50,000.
14. Dividend received from foreign companies Rs.20,000.

You are required to compute Taxable Income of Mr. Gopal for the assessment year 2024-23.

Q3.

Mr. Jaydeep provides the following information. You are required to compute net taxable income for Assessment year 2023-24.

He has two Residential House Property. Property 1 is Let out for Business. Property 2 used by Mr. Jaydeep for his own residence. (15)

Particulars	Property 1	Property 2
Fair Rent	20,00,000	12,00,000
Municipal Valuation	24,00,000	10,00,000
Standard rent	18,00,000	11,00,000
Interest on Loan taken for construction of property	1,50,000	2,75,000
Municipal tax paid by tenant	10%	-
Fire insurance premium	10,000	10,000
Rent per month	2,00,000	-

Additional information:

1. Interest revied on Saving bank Account with Bank of India Rs.35,000.
2. Income from lottery Rs.15,000.
3. Investment made in the PPF Rs.1,50,000.

OR

Q3.(A)

(8)

Mr Aakash purchased a house Property for Rs 25,50,000 on 20th August 2001. He made further improvement in the financial year 2015-16 and financial year 2018-19, where he constructed first and second floor for Rs 14,50,000 and Rs 6,00,000 respectively.

During the previous year 2022-23, on 5th November 2022 he sold the property for Rs 1,95,00,000, he paid brokerage of 2% on the sale value. The fair market value of the property on 1.4.2001 was Rs 18,25,000.

He invested Rs 40,00,000 in REC bonds on 25-03-2023.

Compute his Capital Gains for the Assessment Year 2023-24.

Relevant Cost Inflation Indices are as follows

Previous Year	Cost Inflation Index
2001-02	100
2015-16	254
2018-19	280
2022-23	331

Q3.(B)

(7)

Mr. Raja has earned the following incomes during the previous year ended on 31st March 2023. Compute the Gross total Income for the Assessment Year 2023-24 assuming that he is :

- Resident & Ordinarily Resident
- Non Resident

Dividend received from a Co-op. Bank in India	2,00,000
Rent from a house in Bulgaria received in Sharjah (UAE)	5,00,000
Interest from Bank Account in Guwahati	3,00,000
Income from Business in London, controlled from New York	8,00,000
Past untaxed profits earned in Dubai, brought to India	9,00,000
Technical Knowhow fees from Govt. of Gujrat received in Japan	2,50,000
Income from business in Nagaland, controlled from Delhi	4,50,000

Q.4 (A) Determine whether following statements are True or False

(8)

- Income deemed to accrue or arise in India is taxable in case of all the assesseees.
- The maximum exemption in case of leave encashment for a non-government employee shall be ₹ 3,00,000.
- Municipal tax is a deduction from net annual value.
- Reserve for bad debts can be deducted from profits of business.
- Capital gain arises from the transfer of any asset.
- Dividend from co-operative society is exempt from tax.
- Deduction u/s 80D is allowed only if the premium is paid to Life Insurance Corporation.
- Every person, being a partnership firm (including Limited Liability Partnership), has to file its return of income compulsorily, irrespective of its income being profit or loss.

Q.4 (B) Choose the correct alternative and rewrite the sentence: (7)

1. The maximum limit for Pension Plan u/s 80CCC is _____.
(a) ₹ 1,00,000 (b) ₹ 1,50,000
(c) ₹ 2,50,000 (d) ₹ 2,00,000
2. Rebate is available to an individual assessee whose income doesn't exceed _____.
(a) ₹ 5,00,000 (b) ₹ 10,00,000
(c) ₹ 2,50,000 (d) ₹ 20,00,000
3. The first due date for payment of Advance Tax for Assessee other than companies is _____.
(a) 15th June (b) 15th September
(c) 15th December (d) 15th March
4. Maximum amount of deduction for entertainment allowance is _____.
(a) ₹ 1,500 (b) ₹ 2,500
(c) ₹ 5,000 (d) ₹ 3,000
5. Gift received by an individual ₹ 70,000 from his relative shall be _____.
(a) Fully exempt (b) Fully taxable
(c) Exempt upto ₹ 50,000 (d) None of the above
6. To be a long-term capital asset, a residential house property should be held for more than _____.
(a) 12 months (b) 24 months
(c) 36 months (d) 60 months
7. Share of profit of partner in total income of firm is _____.
(a) Taxable (b) Exempt upto ₹ 1,50,000
(c) Fully Exempt (d) Exempt upto ₹ 3,00,000

OR

Q4. Write short notes: (Any three) (15)

- i. Cost inflation Index
- ii. Deductions under "Income from Other Sources"
- iii. Deductions under section 80D
- iv. Taxability of Gratuity
- v. Family Pension

Time : 2 Hours

Max Marks: 60

N.B: 1) All questions are compulsory

2) Figures to the right indicate full marks

Q1) Answer the following (Any two)

(15)

- a. Define entrepreneurship. Explain the various types of entrepreneurs
- b. Discuss the requirements of entrepreneurial structure.

OR

- c. Compare & contrast the points of difference between Entrepreneurial & Administrative Culture.
- d. Elucidate on Schumpeter's Dynamic Entrepreneurship Innovation Theory.

Q2) Answer the following (Any two)

(15)

- a. Evaluate the SWOC Analysis of any product or service of your choice.
- b. Explain the significance of financial analysis in creating an entrepreneurial venture.

OR

- c. Highlight the features of social entrepreneurship.
- d. Give a detailed note on the special government schemes for women entrepreneurs in India?

Q3) Answer the following (Any two)

(15)

- a. Discuss in detail the classification of project.
- b. Write a note on Project Cycle.

OR

- c. Discuss the steps involved in project formulation.
- d. Give a brief account on project feasibility analysis with appropriate examples.

Q4 A) Fill in the blanks by choosing the appropriate options given below:

(05)

- a. _____ drives to advance, excel & grow.
 - i. Need for Power
 - ii. Need for Affiliation
 - iii. Need for Achievement
 - iv. None of these
- b. ___ defines rules & guidelines that governs individual behaviour.
 - i. Norms
 - ii. Language
 - iii. Values
 - iv. Beliefs

- c. ____ is the initial capital to start a business venture.
- Subsidies
 - Seed Capital
 - Soft Loan
 - All of these
- d. _____ environmental factors operate within the firm's immediate environment.
- Macro
 - Micro
 - Demographic
 - Legal
- e. Under ____ technique group members are located at different locations.
- Brainstorming
 - Gordon Model
 - Delphi
 - Reverse brainstorming

B) State whether the following statements are true or false

(05)

- Theory of Personal Resourcefulness focuses on initiative by entrepreneurs.
- Bootstrapping implies self-funding from one's own savings.
- Lack of sustained motivation is one of the problems of entrepreneurship.
- Critical Path Method is a technique of financial analysis.
- Shri Baba Amte is an ideal example of social entrepreneur.

C. Match the following

Group A	Group B
a) Background Factor of Entrepreneurship	i) Retained Profits
b) Internal Source of Finance	ii) Alex Osborn
c) Brainstorming	iii) Flow of the Event
d) Project Design	iv) Concessions
e) Type of Incentive	v) Education, Training & Experience

OR

Q.5) Write short notes on (Any three) (15)

- National Policy for Skill Development and Entrepreneurship 2015
- District Industrial Centre
- Need, Promotion & Development of Entrepreneurship
- Fiscal Assistance & Incentives
- National Alliance of Young Entrepreneurs (NAYE)

TIME:2Hrs

MARKS:60

N.B:-1) All questions are compulsory.

Q.1. Indian Financial services sector has a positive role to play due to the international financial integration in recent years. Discuss. (15 Marks)

OR

Q.1. Elucidate the role played by Merchant bankers to provide services to the corporate sector in the Indian Economy. (15 Marks)

Q.2. Explain the performance of various venture capital firms operating in India. Make suggestions for the success of Venture Capital in India. (15 Marks)

OR

Q.2. Write the meaning & definition of Securitization as a Financial service. Explain the features and process of securitization. (15 Marks)

Q.3. What is Hire purchase Financing. Comment on the Sources of Consumer Finance in India. (15 Marks)

OR

Q.3. Comment on the growth of housing finance in India. Explain the role of National Housing Bank. (15 Marks)

Q.4.A Rewrite the entire sentence selecting the most appropriate alternative with the given serial no's without altering the order / sequence. (8 Marks)

1. Venture Capital service helps to create _____.

a) Academicians b) Manufacturers c) Entrepreneurs d) traders

2. Merchant Bank _____ (the public issue of companies.

a) Advice and manage b) direct c) instruct d) coordinate

3. The First Bank to start its merchant banking activities in India was _____.

a) National Grindlays Bank b) City Bank c) SBI d) UCO Bank

4. _____ exists as an immature idea with an incomplete informal management team.

a) Start up capital b) First stage capital financing c) Seed Financing stage

d) None of the above

5. _____ refers to public issue of shares of the company.

a) Initial Public Offering (IPO) b) Bonus issue c) Right issue d) All of the above

6. _____ is an instrument that evidences the ownership of two or more equipment trust certificates.

a) Pay through certificate b) pass-through certificate c) Tranched securities d) None of the above

7. _____ is the apex institution for regulating Housing finance in India.

a) National Housing Bank b) Reserve Bank of India c) SEBI d) IRDA

8. _____ are financial contracts that derive their value from an underlying asset.

a) Speculation b) Arbitrage c) Hedging d) Derivatives

Q.4.B) State whether true or false.

(7 Marks)

1. A 'sub Broker' is not a Trading Member of a Stock Exchange but who acts on behalf of a Trading Member as an agent.
2. In Pay through certificate, interest received from the receivables is passed to the holder of the unit.
3. Turnarounds refers to acquiring of control over a sick company.
4. Banks play an active role in consumer financing in India.
5. Securitisation helps to reduce Asset-Liability mismatch.
6. Under Dematerialization of Shares, physical transfer of shares are done by the company.
7. Depository system takes hold of all securities in the country listed in that particular stock exchange.

OR

Q.4 Write short notes.(Any three)

(15 Marks)

- a. Pass through certificates
- b. Benefits of Depository system
- c. E-broking
- d. Depository Participant
- e. Code of conduct for Custodial services

Time: 2 Hours

Total Marks: 60

- N.B:** 1) All questions are compulsory.
2) Figures to the right indicate full marks.

- Q. 1)** (a) "HR Managers' role is changing today along with changing business environment."
Discuss. (08)
(b) Explain the organisation structure of the HRM Department. (07)

OR

- (c) What is Job analysis? Explain the components of Job analysis. (08)
(d) As an HR expert, suggest an online selection process for the appointment of salesmen for an insurance company. (07)

- Q.2)** (a) Explain the various challenges before trainers. (08)
(b) What is the process in the performance appraisal process? (07)

OR

- (c) Write a note on 'Managing Promotions'. (08)
(d) Describe the problems and issues involved in succession planning. (07)

- Q.3)** (a) Elaborate the salient features of the Factories act. (08)
(b) What are the features of Child Labour (Prohibition and Regulation) Act? (07)

OR

- (c) Explain the features of Sexual Harassment Act, 2013. (08)
(d) Enumerate the features of the Trade Union Act. (07)

- Q. 4) A) Fill in the blanks with appropriate options. (05)**

- 1) Managing salary of employees is a function of _____.
a) HR front office b) HR back office
c) HR centre of excellence d) HR overseas department
- 2) _____ is the overall written summary of employee requirements.
a) Job description b) Job evaluation
c) Job specification d) Job design
- 3) In _____ appraisal method, employees work performance is evaluated by various parties.
a) MBO b) Role analysis
c) Assessment Centre d) 360 degree
- 4) _____ Act protect workers against unduly low pay.
a) Minimum Wages b) Provident Fund
c) ESIC d) Workmen Compensation
- 5) _____ is the process of identifying, organizing, storing and disseminating information within an organization.
a) Networking b) Biofeedback
c) Gen-Z d) Knowledge Management

Q. 4. B) State whether the following statements are True or False. (05)

- 1) Strategic HRM has reactive decision-making approach.
- 2) In horn effect, the performance appraisal is influenced by one negative factor of the employee.
- 3) Gratuity is the sum of money paid to an employee by the Government.
- 4) Safety policy provides guidelines to implement safety programme in the organization.
- 5) In VUCA environment, rigid organization culture is given importance.

Q. 4. C) Match the Column. (05)

Group A	Group B
1) Size of the organisation	a) Negotiations
2) Collective bargaining	b) Lack of motivation
3) Millennials	c) Security Guards
4) Disengaged employees	d) Internal factor affecting Recruitment
5) Shift Transfer	e) Tech savvy

OR

Q4. Write Short notes on (Any Three) (15)

- 1) Safety Measures in HRM
- 2) HR practices at global level
- 3) Causes of stress
- 4) Work life balance
- 5) Talent Management

Duration: 2

Max. Marks: 60

Note: All questions are compulsory carrying 15 marks each
Figures to the right indicate full marks.

Q 1A. Explain the evolution of Marketing Strategy. (15)

Q 1B. Explain the essentials of an effective Marketing Plan.

OR

Q 1C. Discuss the steps in formulation of Marketing Strategies. (15)

Q 1D. Describe the concept & types of Guerilla marketing with suitable examples.

Q 2A. Explain defensive marketing strategies.

Q 2B. Explain the importance of SWOT analysis. (15)

OR

Q 2C. Enumerate the advantages of Strategic Business Units (SBU's). (15)

Q 2D. Discuss profit, people and planet as alternative marketing mix propositions.

Q3 A. Discuss on VRIO analysis

Q3 B. What is CRM? Explain the techniques of Customer Relationship Management (CRM). (15)

OR

Q3 C. Explain PESTLE analysis.

Q3 D. Discuss the features of consumer behaviour. (15)

Q4 A. Choose the correct option from the following: (5)

1. According to _____ the marketing practices should consider social and ethical considerations.

- a) Production concept
- c) Marketing concept

- b) Selling concept
- d) Societal concept

2. The full form of MVC is _____.

- a) Most Valuable Channel
- c) Most Valuable Customer

- b) Most Valuable Company
- d) Most Variable Channel

3. These factors influence consumer behaviour with respect to attitude, learnings, motives, perceptions, etc. is _____.

- a) Psychological factors
- c) Socio-cultural factors

- b) Personal factors
- d) Marketing factors

4. _____ is a strategy that engages the customer and creates real life experience, which cannot be easily forgotten.

- a) Green marketing
- c) Experiential marketing

- b) Social marketing
- d) Viral marketing

5. A major area of _____ is channels of distribution

- a) Product mix
- b) Place mix
- c) Price mix
- d) Promotion mix

Q4 B. State whether the following statements are True or False: (5)

1. Threats of new entrants is not possible especially in a profitable and growing industry.
2. The letter R in VRIO analysis stands for Rural.
3. The Five forces competency model was developed by Michael Porter.
4. When product performance exceeds customer expectation, the customer is delighted.
5. Brand evangelists are not brand loyal.

Q4 C. Match the following: (5)

COLUMN A	COLUMN B
1. OLX & QUIKR	a. John Elkington
2. Niche Marketing	b. Alliance marketing strategy
3. Triple Bottom Line	c. General Electric Company
4. McDonalds & Coca Cola	d. Small Market
5. SBU	e. C2C Marketing

OR

Q4. Write short notes on: (Any 3) (15)

- a) Social Media Marketing
- b) Importance of Social Marketing
- c) Tele Marketing
- d) Role of Green Marketing
- e) Emerging Trends in Marketing practices

Time: 2 Hours

Marks: 60

N. B (1) All Question are Compulsory

(2) Figures to the right indicate full marks.

Q.1 Answer the following:

- a. Discuss Various OB models. (08)
- b. What are the steps in organization structure? (07)

OR

- c. Write note on the evolution of organization behavior. (08)
- d. What are the types of organization for the future? (07)

Q.2 Answer the following:

- a. Briefly explain nature of personality. (08)
- b. Explain the process of managing perception. (07)

OR

- c. Explain the nature and components of attitude. (08)
- d. What are the barriers to attitudinal change? (07)

Q.3 Answer the following:

- a. Discuss the various types of groups in an organization. (08)
- b. What are the ways to manage organizational politics? (07)

OR

- c. Discuss the levels of conflict in an organization. (08)
- d. What are the guidelines for effective negotiation? (07)

Q.4 A) Select the most appropriate answer from the option given below. (05)

- a) _____ Decision-making is often delayed. (Individual, Tactical, Group, Standard)
- b) _____ takes place when different people have different expectations from a person performing a particular role. (Role Conflict, Role Ambiguity, Work Overload, Eustress)
- c) Teams are most effective when staffed with people who are _____ (Extraverted, homogeneous, inflexible, introverted)
- d) _____ is a science of morality that guides and helps to achieve objectives through legal and moral means. (Socialization, Organization Structure, Ethics, Workforce Diversity)
- e) _____ Design is also called a modular organization. (Multinational, Network, Virtual, Functional)

B) State whether the following statements are true or false. (05)

- a) Group decision-making encourages lateral thinking.
- b) Assigning meaning to data is called interpretation
- c) Avoidance-avoidance conflict occurs when a person chooses between two positive and equally attractive alternatives.
- d) The focus of the autocratic model of OB is the consultative leadership style.
- e) Coordination refers to the number of subordinates that a superior can manage or control effectively.

C) Match the column.

(05)

SR. No	A	SR. No	B
1	Performing	a	Mental Exhaustion
2	Negotiation	b	Integrity
3	Burnout	c	Handling complex tasks
4	Ethics at workplace	d	Openness to Experience
5	The Big Five Model	e	Empathy

OR

Q.4 Write Short Notes on: (Any 3)

(15)

- Strategies to overcome stress.
- Managing ethics at workplace.
- Creating organisation culture.
- Workforce diversity.
- Dimensions of organizational culture.

Maximum Marks: 60

Duration: 2Hrs.

- N.B.: 1. All questions are compulsory
2. Figures to the right indicate marks

- Q1 a) Explain the Nature and Evolution of rural marketing in India. {8}
b) Explain the different challenges of rural marketing. {7}

OR

- c) Explain Four 4 Ps with reference to rural marketing. {8}
d) State the difference between rural and urban marketing {7}

- Q2 a) Describe the different myths associated with rural consumers. {8}
b) State the different stages of consumer buying process {7}

OR

- c) Explain the different roles played by EDP. {8}
d) State the functions of KVIC. {7}

- Q3 a) Explain the role of banks in rural marketing {8}
b) Explain the functions of SHGs in rural marketing. {7}

OR

- c) Explain the advantages of E-Commerce. {8}
d) Explain the issues faced by E-commerce companies in rural India. {7}

- Q.4 a) Fill in the blanks with an appropriate choice given below each questions. {5}

1. _____ is the process of dividing the total market into a number of sub markets.

- a) Market segmentation
b) Market substitution
c) Strategic Marketing
d) Urban Marketing

2. Villagers are more _____ buyers than their urban counterparts.

- a) conservative
b) rational
c) sensitive
d) irrational

3. _____ activities add value to the product thereby increasing gross and the net national product.

- a) Marketing
b) Manufacturing
c) Advertising
d) Selling & distribution

4. Transacting or facilitating business on the internet is called _____.

- a) Online marketing
b) E-commerce
c) M-commerce
d) Marketing

5. Kesri is a regional Newspaper of _____ state.

- a) Punjab
- b) Tamil-Nadu
- c) Bihar
- d) Maharashtra

Q.4 b) Match the column

{5}

No	Group A	No	Group B
1	AGMARK	A	Women empowerment
2	PDS	B	Certification Mark
3	SHG	C	Marine products
4	MPEDA	D	Apex regulatory body of regional rural banks
5	NABARD	E	Distribution of food grain –affordable price

Q.4 c) State the following is TRUE or FALSE

{5}

- 1. Project Shakti is launched by Dabur India.
- 2. Operation Flood is related to Fishery cooperatives.
- 3. Only low priced products will sell in rural India.
- 4. Rural customers are more brand loyal than urban customers.
- 6. Mass media finds it difficult to penetrate rural areas because audiences are scattered over large distances.

OR

Q.4 d) Short notes (Any 3 of the following)

{15}

- 1. Online Marketers
- 2. Salesman Influence
- 3. Project Shakti
- 4. IT in Agriculture.
- 5. Logistics
