

SOMAIYA

VIDYAVIHAR UNIVERSITY

Dr. Shantilal K. Somaia School of Commerce and Business Studies

QUESTION PAPERS

BRANCH: Bachelor of Commerce (Hons.)	SEM: VI
	APR-2025

Sr. No.	Subject	Available
1.	131U01C601 – Financial A/C VI	
2.	131U01E601 – International Business Management	
3.	131U01V601 – Advanced Income Tax	
4.	131U01E602 – International Marketing	
5.	131U01E602 – Financial Modeling	
6.	131U01C603 – Management Accounting	
7.	131U01V603 – Cost Accounting	
8.	131U01E603 – Rural Marketing	
9.		
10.		
11.		
12.		
13.		
14.		



LIBRARY



SOMAIYA
VIDYAVIHAR UNIVERSITY



Semester (November 2024 to March 2025)		
Examination: End Semester Examination April 2025 (UG Programmes)		
Programme code: 01.	Class: TY	Semester: VI
Programme: B.COM [H]		
Name of the Constituent College: S.K. SOMAIYA	Name of the Department: COMMERCE	
Course Code: 131U01C601	Name of the Course: FINANCIAL A/C - VI	
Duration: 2 Hrs.	Maximum Marks: 60	
Instructions: 1) All questions are compulsory. 2) Figures to the right indicate full marks. 3) Use of simple calculator is allowed.		

Q. No.		Max. Marks	CO
Q.1.	<p>On 1st April 2024 Mr. Prashant held 1000, 6% Debentures of Rs.100 each at a cost of Rs.96,000. Interest is payable on 30th June and 31st December every year. He entered in to following transactions in respect of 6% Debentures during the year ending on 31st March,2025.</p> <p>Purchases: - On 1st May 2024, Face value of Rs.20,000 at Rs.102 cum-Interest. On 1st September 2024, Face value of Rs.60,000 at Rs.105 Ex- Interest.</p> <p>Sales: - On 1st August 2024, Face value of Rs.30,000 at Rs.104 Cum-Interest. On 1st February 2025, Face value of Rs.30,000 at Rs.102 Ex-Interest. Show 6% Debenture Account in the books of Mr. Prashant for the year ended 31st March,2025 (Investment are to be valued at weighted average cost.)</p> <p style="text-align: center;">OR</p>	15	01
Q.1.	<p>On 1/4/2024 Mr. Shiva had 20,000 equity shares (of Rs.10 each) in Prapti Ltd. at the cost of Rs.3,20,000.</p> <p>On 1/7/2024 he acquired 8,000 more shares in the same company for Rs.1,60,000.</p> <p>On 31/7/2024 he further acquired 12,000 more shares at Rs.22 per share.</p> <p>On 10/8/2024 Prapti Ltd. announced bonus shares to the then equity shareholders in the ratio of 1 bonus share for every 4 shares held as on 5/8/2024. Shiva received the bonus shares on 22/8/2024.</p> <p>The directors of Prapti Ltd. issued right shares to the equity shareholders on the following terms.</p> <p>Right shares to be issued to the existing shareholders as on 31/8/2024.</p> <p>Right offered was at the rate of Rs.15 per share in the ratio 1 share for every 5 shares held. Full amount was payable on or before 15/10/2024.</p> <p>Shareholders would be entitled to renounce their entitlement either wholly or in part to the outsiders.</p> <p>Shiva exercised his right of option under the issue for 6,000 shares and sold the balance to Mr.Amit @ Rs.2 per share. On 20/10/2024 Prapti Ltd. declared the dividend @ Rs.4 per share for the year ending 31/3/2024.</p> <p>On 10/1/2025 Shiva sold 7,000 shares @ Rs.40 per share.</p> <p>Prepare investments a/c. in the books of Mr. Shiva for the year ended 31/3/2025.</p>	15	01

Q.2.	<div>BALANCE SHEET OF MOKSH LTD.</div> <table><tr><th>LIABILITIES</th><th>₹</th><th>ASSETS</th><th>₹</th></tr><tr><td>45,000 Equity shares of ₹10 each</td><td>4,50,000</td><td>Goodwill</td><td>1,00,000</td></tr><tr><td>750, 10% Preference shares</td><td>75,000</td><td>Building</td><td>4,95,000</td></tr><tr><td>Profit & Loss Account</td><td>3,00,000</td><td>Machinery</td><td>2,70,000</td></tr><tr><td>10 % Debentures</td><td>3,00,000</td><td>Debtors</td><td>4,50,000</td></tr><tr><td>Bank Loan</td><td>75,000</td><td>Cash</td><td>1,80,000</td></tr><tr><td>Creditors</td><td>1,80,000</td><td>Bills Receivables</td><td>60,000</td></tr><tr><td>Bills Payable</td><td>1,95,000</td><td>Preliminary Expenses</td><td>20,000</td></tr><tr><td></td><td>15,75,000</td><td></td><td>15,75,000</td></tr></table> <div><p>a. Profits for previous years before tax: - 2021 - ₹ 2,70,000, 2022 - ₹ 3,90,000, 2023 - ₹ 1,05,000, 2024 - ₹ 6,15,000.</p><p>b. In the year 2023 loss of ₹ 60,000 was recorded due to fire.</p><p>c. In the year 2024 profit of ₹ 1,20,000 were earned from the non-trading activity.</p><p>d. In future expenses of ₹ 15,000 to be incurred for rent.</p><p>e. Building & Machinery were revalued at ₹ 6,15,000 & ₹ 3,45,000.</p><p>f. Debtors includes bad debts of ₹ 30,000.</p><p>g. Transfer to general reserve was provided at 5%.</p><p>h. Normal Rate of Return is 10% & Tax rate is 30%.</p><p>Find out the value of Equity shares by :- Intrinsic value method, Yield method & Fair value method.</p></div> <div>OR</div>	LIABILITIES	₹	ASSETS	₹	45,000 Equity shares of ₹10 each	4,50,000	Goodwill	1,00,000	750, 10% Preference shares	75,000	Building	4,95,000	Profit & Loss Account	3,00,000	Machinery	2,70,000	10 % Debentures	3,00,000	Debtors	4,50,000	Bank Loan	75,000	Cash	1,80,000	Creditors	1,80,000	Bills Receivables	60,000	Bills Payable	1,95,000	Preliminary Expenses	20,000		15,75,000		15,75,000	15	02
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Q.2.	<div>Following are the details of DEEP Ltd.</div> <div>Profits for the last four years: - 2021 - ₹13,00,000, 2022 - ₹ 32,00,00, 2023 - ₹ 29,00,000, 2024 - ₹ 36,00,000.</div> <div>Capital employed: - Opening Capital ₹ 16,00,00, Closing Capital: - ₹ 24,00,000.</div> <div>Normal rate of return is 12% p.a.</div> <div>Additional Information: -</div> <div><p>a. In the year 2021 incurred losses by fire of ₹ 2,00,000.</p><p>b. In the year 2024 company received profit of ₹4,00,000 from sale of machinery.</p><p>c. In future rent of ₹ 1,00,000 likely to be incurred for new shop.</p></div> <div>Calculate Goodwill By: -</div> <div><p>a. 3 years purchase of F.M.P. & Super Profit.</p><p>b. Annuity method [factor 2.25].</p><p>c. Capitalization of F.M.P. & Super profit.</p></div>	15	02																																				
Q.3.	<div>A. Briefly explain objectives & scope of IND AS 33 – EPS. [7 Marks]</div> <div>B. Explain Measurement in IND AS 33 – EPS. [8 Marks]</div> <div>OR</div>	15	03																																				
Q.3.	<div>A. Calculate the number of equity shares which would be used for calculating EPS of the OM LTD. company from the following information's: - [7 M]</div> <table><tr><th>DATE</th><th>PARTICULARS</th><th>No. of shares</th></tr><tr><td>1/4/2024</td><td>Opening balance</td><td>2,00,000</td></tr><tr><td>15/6/2024</td><td>Issue of Equity shares</td><td>1,50,000</td></tr><tr><td>8/11/2024</td><td>Conversion of preference shares in Equity</td><td>1,00,000</td></tr><tr><td>22/2/2025</td><td>Buy Back of Equity Shares</td><td>40,000</td></tr><tr><td>31/3/2025</td><td>Closing Balance</td><td>4,10,000</td></tr></table>	DATE	PARTICULARS	No. of shares	1/4/2024	Opening balance	2,00,000	15/6/2024	Issue of Equity shares	1,50,000	8/11/2024	Conversion of preference shares in Equity	1,00,000	22/2/2025	Buy Back of Equity Shares	40,000	31/3/2025	Closing Balance	4,10,000	15	03																		
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B. CALCULATE EPS WHEN,

[8 M]

PARTICULARS	2020	2021	2022
PROFIT FOR EQUITY SHAREHOLDERS	45,000	65,000	84,000

Shares outstanding before right issue	2000 shares
Right Issue	1:4
Exercise price	₹ 8
Date of Right Issue	1 st Jan 2021
Last date to exercise rights	1 st March 2021
Market price before right issue	₹ 15
Reporting Date	31 st Dec.

Q.4. ANSWER THE FOLLOWINGS: - [5 MARKS EACH]

- A. Mr. OM had 15,000 Equity shares of Meera Ltd. He further purchase 3,000 equity shares of the same company,
After that company declared one bonus share for every six shares held.
After that he sold 3,000 shares.
After that company issued right shares, one share for every three shares held.
Right shares are offered at ₹15 each.
Mr. OM exercised his option and subscribed for 60% of his entitlement and the balance of rights, he sold to Milind for a consideration of Rs.1.50 per share.
Calculate number of bonus shares & show working for Right Shares.

- B. On 31st March 2022 the issued share capital of the company consisted of 10,00,000 in ordinary shares of 25 each & 5,00,000 in 10% cumulative preference shares of 1 each.
On 1st Oct. 2022, the company issued bonus shares in the ratio of 1:4.
Profit for 21-22 was ₹ 4,50,000 & for 22-23 ₹ 5,50,000.
Calculate the EPS for 21-22 & for 22-23.

- C. Balance Sheet of DJC LTD. As on 31st March 2025:-

LIABILITIES	₹	ASSETS	₹
SHARE CAPITAL:-		GOODWILL	310
Equity Share Capital of ₹ 10 each	5,000	LAND & BUILDING	1850
8% Pref. share Capital	2,000	MACHINERY	3760
GENERAL RESERVE	803	FURNITURE	1015
P & L A/C	1227	PATENTS	32
CREDITORS	563	9% NON TRADING INVESTMENTS	600
PROVISION FOR TAX	22	STOCK	873
		DEBTORS	614
		CASH	546
		PRELIMINARY EXPENSES	20
	9,620		9,620

Calculate Capital Employed for calculation of Goodwill,



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Examination: End Semester Examination April 2025 (UG Programmes)			
Programme code: 01		Class: TY	Semester: VI
Programme: B. Com Hons			
Name of the Constituent College: SKSC		Name of the Department: Commerce	
Course Code: 131U01E601	Name of the Course: International Business Management		
Duration: 2 Hrs.	Maximum Marks: 60		
Instructions: 1) Draw neat diagrams 2)Use examples wherever required			

Question No.		Max. Marks	CO Attainment
Q.1		15m	
A	Elaborate on the different methods of International Business.	10m	1
B	Discuss the various barriers involved in International Business.	5m	2
	OR		
C	Explain in brief the integration of Technology with Production system & Manufacturing pattern.	10m	3
D	List the positive factors involved in any International Mergers & Acquisition.	5m	4
Q.2		15m	
A	"Japan stands out unique because of its management styles and techniques that defines their business growth." Justify the above statement with valid points.	10m	2
B	Evaluate the different factors that describe the Nature of International Business.	5m	1
	OR		
C	Elaborate the various factors that are studied in International Finance and Break Even Analysis.	10m	3
D	Discuss various aspects of Foreign trade Policy, 2023.	5m	4
Q.3		15m	
A	Explain any five different strategies used to enter the International markets.	10m	1
B	Discuss all the valid points that lead to the growth of MNC's.	5m	2
	OR		
C	Examine all the levels involved in Marketing Internationalization.	10m	4
D	Elaborate on the relevance of Ethics in the survival of any business.	5m	3
Q.4	CASE STUDY	15m	
	BMW (Bayerische Motoren Werke) is a German multinational corporation that produces luxury vehicles and motorcycles. Founded in 1916, BMW has grown into one of the world's leading premium		

	<p>automobile manufacturers.</p> <p>BMW's international expansion strategy consists of</p> <p>Market diversification: BMW has expanded into new markets to reduce dependence on any one market and spread risk.</p> <p>Globalization: BMW has taken advantage of globalization by establishing manufacturing facilities and sales networks in various countries.</p> <p>Brand expansion: BMW has expanded its brand portfolio through acquisitions, such as the purchase of Rolls-Royce and Mini.</p> <p>BMW has used various entry modes to expand into international markets:</p> <p>Exporting: BMW exports vehicles from its German manufacturing facilities to countries around the world.</p> <p>Joint ventures: BMW has formed joint ventures with local partners in countries such as China and India.</p> <p>Wholly owned subsidiaries: BMW has established wholly owned subsidiaries in countries such as the US and Japan.</p> <p>Challenges</p> <p>BMW faces several challenges in the international market:</p> <p>Competition: BMW faces intense competition from other premium automobile manufacturers, such as Mercedes-Benz and Audi.</p> <p>Regulatory environment: BMW must comply with various regulatory requirements in different countries, such as emission standards and safety regulations.</p> <p>Cultural differences: BMW must adapt to cultural differences in various countries, such as differences in consumer preferences and buying behavior.</p>		
1)	Conduct a SWOT & PESTLE analysis for the brand BMW.	8m	
2)	<p>"BMW's marketing strategy has been focused on building a strong brand image."</p> <p>Justify the sentence with valid explanation.</p>	7m	



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Programme code: 01	Class:	Semester: VI
Programme: B.COM (H)	TYBCOM (H)	
Name of the Constituent College: S.K. Somaiya College		Name of the Department: Commerce
Course Code: 131U01V601	Name of the Course: Advanced Income Tax	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary 3)		

Question No.		Max. Marks	Co Attainment																												
Q.1. (A)	Mr. X submits the following information in relation to Assessment Year 2024-25.	15 M	1, 2																												
	<table><tr><th>Particulars</th><th>Rs.</th></tr><tr><td>Income from Salary</td><td>2,00,000</td></tr><tr><td>Income from House Property:</td><td></td></tr><tr><td>HP I – Profit</td><td>75,000</td></tr><tr><td>HP II – Loss</td><td>(-) 1,00,000</td></tr><tr><td>Income from Business:</td><td></td></tr><tr><td>Loss from Business – I (speculative)</td><td>(-) 15,000</td></tr><tr><td>Profits from Business – II (Non-speculative)</td><td>50,000</td></tr><tr><td>Loss from Business – III (Non-speculative)</td><td>(-) 10,000</td></tr><tr><td>Income From Capital Gains:</td><td></td></tr><tr><td>Short Term Capital Loss</td><td>(-) 60,000</td></tr><tr><td>Long Term Capital Gains</td><td>80,000</td></tr><tr><td>Income from Other Sources:</td><td></td></tr><tr><td>Winning from crossword puzzle</td><td>30,000</td></tr></table>			Particulars	Rs.	Income from Salary	2,00,000	Income from House Property:		HP I – Profit	75,000	HP II – Loss	(-) 1,00,000	Income from Business:		Loss from Business – I (speculative)	(-) 15,000	Profits from Business – II (Non-speculative)	50,000	Loss from Business – III (Non-speculative)	(-) 10,000	Income From Capital Gains:		Short Term Capital Loss	(-) 60,000	Long Term Capital Gains	80,000	Income from Other Sources:		Winning from crossword puzzle	30,000
	Particulars			Rs.																											
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OR																															

Q.1. (B)

Mr. and Mrs. Om both are working in A Ltd. without possessing any technical or professional qualification. From the following details compute their income for A.Y. 2023-24:

8 M

Particulars	Mr. Om	Mrs. Om
Salary of A Ltd.	Rs.2,20,000	Rs.70,000
Other Income	Rs.50,000	Rs.80,000
Share of Holding in A Ltd: Case 1	15%	6%
Share of Holding in A Ltd: Case 2	3%	17%
Share of Holding in A Ltd: Case 3	18%	1%

Q.1. (C)

Mr. B is the Karta of an HUF, whose members derive income as given below:

7 M

- Income from Mr. B's profession Rs.45,000
 - Mrs. B's salary as fashion designer Rs.76,000
 - Minor son D (interest on Fixed Deposit) Rs.2,05,000
 - Minor daughter P's earning from sports Rs.95,000.
- Discuss the tax implication in the hands of Mr. B and Mrs. B.

Q.2. (A)

Income and Expenditure A/c of Lawyers & Co. for the year ended 31st March, 2024:

15 M

3

Particulars	Rs.	Particulars	Rs.
To Expenses	1,50,000	By	
To Depreciation	20,000	Professional	3,80,000
To Remuneration to Partners	1,50,000	Receipts	
To Interest on Capital to Partners @ 20%	20,000	By Other Fees	90,000
To Net Profits	1,30,000		
Total	4,70,000	Total	4,70,000



Q.2. (B)	<p>Other Information:</p> <ol style="list-style-type: none"> Expenses include Rs.18,000 and Rs.12,000 paid in cash as brokerage to a single party on a single day. Depreciation calculated as per section 32 is Rs.40,000. <p>Compute the total income of the firm and its tax liability for the Assessment Year 2024-25.</p> <p style="text-align: center;">OR</p> <p>Following is the Profit and Loss A/c of Kaka & Co.</p> <p style="text-align: center;">Profit and Loss A/c for the year ended 31st March, 2024</p> <table border="1" data-bbox="310 645 1125 1064"> <thead> <tr> <th>Particulars</th><th>Rs.</th><th>Particulars</th><th>Rs.</th></tr> </thead> <tbody> <tr> <td>To Income Tax</td><td>25,000</td><td>By</td><td></td></tr> <tr> <td>To Expenses</td><td>2,38,000</td><td>Professional</td><td></td></tr> <tr> <td>To Depreciation</td><td>32,000</td><td>Fees</td><td>5,00,000</td></tr> <tr> <td>To Remuneration to Partners</td><td>1,50,000</td><td></td><td></td></tr> <tr> <td>To Interest to Partners @ 15% p.a.</td><td>30,000</td><td></td><td></td></tr> <tr> <td>To Net Profit</td><td>25,000</td><td></td><td></td></tr> <tr> <td>Total</td><td>5,00,000</td><td>Total</td><td>5,00,000</td></tr> </tbody> </table> <p>Additional Information:</p> <ol style="list-style-type: none"> Out of total expenses, expenses include the following: <ul style="list-style-type: none"> Capital Expenditure Rs.10,000 Donation to Trust Rs.15,000 Other expenses not deductible u/s 30 to 36 & 37, Rs.12,000. However the following expenses paid were inadvertently not recorded in books of accounts: <ul style="list-style-type: none"> Telephone Charges Rs.6,000 Electricity Charges Rs.6,000 Depreciation allowable as per Income Tax Act is Rs.35,000. <p>Find out the income of the firm for A.Y. 2024-25.</p>	Particulars	Rs.	Particulars	Rs.	To Income Tax	25,000	By		To Expenses	2,38,000	Professional		To Depreciation	32,000	Fees	5,00,000	To Remuneration to Partners	1,50,000			To Interest to Partners @ 15% p.a.	30,000			To Net Profit	25,000			Total	5,00,000	Total	5,00,000	15 M	
Particulars	Rs.	Particulars	Rs.																																
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Total	5,00,000	Total	5,00,000																																
Q.3. (A)	<p>Mr. Rahul has earned the following income during the Previous Year 2023-24:</p> <ol style="list-style-type: none"> Income from Salary – Rs.10,00,000 Income from House Property – Rs.5,00,000 Income from Business – Rs.10,00,000 Income from other sources – Rs.2,00,000 Life Insurance Premium paid – Rs.1,00,000 Tax Deducted at Source – Rs.50,000 <p>Compute the Tax Liability for the Assessment Year 2024-25 and also each Advance Tax Instalment.</p>	8 M	4, 5, 6																																
Q.3. (B)	Mr. Rahul is working in Reliance Ltd. He has earned the																																		

Q.3. (C)	<p>following income during the previous year 2023-24:</p> <ol style="list-style-type: none">Income from Salary – Rs.8,00,000Income from House Property – Rs.5,00,000Income from Other Source – Rs.2,00,000 <p>He has paid Life Insurance Premium Rs.1,00,000. Compute the Tax deductible at source (TDS) per month.</p> <p style="text-align: center;">OR</p> <p>Mr. Ram a resident Indian, has derived the following incomes for the previous year relevant to the Assessment Year 2024-25.</p>	7 M	15 M										
	<table><tr><th>Particulars</th><th>Amount Rs.</th></tr><tr><td>1. Income from Profession</td><td>2,94,000</td></tr><tr><td>2. Share of income from a partnership firm in Country X (Tax paid in Country X for this income in equivalent Indian rupees Rs.8,000)</td><td>40,000</td></tr><tr><td>3. Commission income from a concern in Country Y (Tax paid in Country Y @ 20% converted into in Indian Rupees)</td><td>30,000</td></tr><tr><td>4. Interest from Scheduled Banks</td><td>1,18,000</td></tr></table> <p>Mr. Ram wishes to know, whether he is eligible for any double taxation relief and if so, its quantum. India does not have any Double Taxation Avoidance Agreement with Countries X and Y. Compute Tax Payable by Mr. Ram for A.Y. 2024-25.</p>	Particulars		Amount Rs.	1. Income from Profession	2,94,000	2. Share of income from a partnership firm in Country X (Tax paid in Country X for this income in equivalent Indian rupees Rs.8,000)	40,000	3. Commission income from a concern in Country Y (Tax paid in Country Y @ 20% converted into in Indian Rupees)	30,000	4. Interest from Scheduled Banks	1,18,000	
	Particulars	Amount Rs.											
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4. Interest from Scheduled Banks	1,18,000												
Q.4.	<p>Answer the following questions: (5 Marks Each)</p> <ol style="list-style-type: none">Mr. Shashi has estimated his tax payable for previous year 2023-24 Rs.1,00,000. Show the amounts and due dates of advance tax instalments.A firm has paid Rs.7,50,000 as remuneration to its partners for the previous year 2023-24, in accordance with its partnership deed, and it has a book profit of Rs.10,00,000. What is the remuneration allowable as deduction u/s 40(b)?Mr. Raju doing textile business furnishes you with the following information and request you whether the provisions of TDS are attracted for the financial year 2023-24:<ol style="list-style-type: none">Fixed Deposit interest received from Bank of India Rs.45,000.Factory rent paid to Mr. C – Rs.34,000.Brokerage paid to MR. B a sub-broker – Rs.25,000Technical services fees paid – Rs.25,000Professional fees paid to auditors – Rs.50,000	15 M	3, 4, 6										



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Semester (November 2024 to March 2025)			
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Programme: B.Com(Hons.)			
Name of the Constituent College: SK Somaiya College		Name of the Department: Commerce	
Course Code: 131UO1E602	Name of the Course: International Marketing		
Duration : 2 Hrs.	Maximum Marks: 60		
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary 3)			

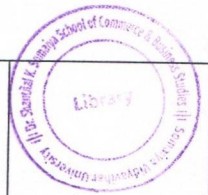
Question No.		Max. Marks	Co Attainment
Q.1	<p>Attempt the following concepts questions (3*5=15)</p> <p>a) OPEC</p> <p>b) Anti-Dumping Law</p> <p>c) Gray Market</p> <p>d) Segmentation, Targeting and Positioning (STP)</p> <p>e) International Service Marketing</p>	15	CO1 CO2 CO3 CO4 CO4
Q.2A	<p>Explain the concept of joint venture, outlining its merits and demerits. Utilize real-world examples or case studies to illustrate the advantages and disadvantages of this entry mode in international business contexts.</p>	08	CO1
B	<p>You have been appointed as a business development manager for a multinational corporation planning to expand its operations into a new region. Explain in detail the concept of the commercial environment, highlighting its key components and their significance for international business expansion.</p>	07	CO1
Q.2C	<p>OR</p> <p>Explain the international marketing research process, outlining its key steps and significance for global business expansion. Provide a practical example or case study to illustrate how effective market research can drive successful international marketing campaigns.</p> <p>Explain the international Product Life Cycle, highlighting its key stages and implications for global product management.</p>	08	CO2
D		07	CO2
Q.3A	<p>Define dumping and explain its types and reasons within the context of international trade.</p>	08	CO3

B	Explain in detail the factors influencing the selection of a distribution channel for your products. Provide practical examples or case studies to illustrate how these factors can impact distribution channel decisions and contribute to the success of your company's market expansion strategy.	07	CO3
Q.3C	<p>OR</p> <p>As a marketing consultant advising a service-based multinational corporation, explain the need for international service marketing in today's global business landscape.</p> <p>Define service culture and explain its building blocks in detail.</p>	08	CO4
D	Provide practical examples or case studies to illustrate how each building block contributes to the development of a customer-centric organizational culture.	07	CO4
Q.4	<p>Solve the given case study: (5*3=15)</p> <p>McDonald's Localization Strategy in India: McDonald's has been successful in India by adopting a localization strategy that involves adapting their menu to suit the local palate. For example, McDonald's India offers vegetarian options like the McAloo Tikki burger, which is made with a spicy potato patty, as well as regional dishes like the Masala Dosa burger. Additionally, McDonald's India also offers delivery and drive-through services, which are popular in India due to the heavy traffic and limited parking in many urban areas.</p> <p>The digital economy, everyone wants in but some are doing better than others. While McDonald's may seem like a traditional brand it has made great strides in modernizing its customer experience. From adding digital ordering kiosks in restaurants to creating one of the most widely used mobile apps in the retail sector it is not stuck in the past.</p> <p>Most recently McDonald's took a page from Starbucks who is often praised for its tech and introduced its own loyalty program. Loyalty programs have been around forever, you are probably enrolled in several. But the loyalty programs retailers are employing today are being used as a clever way to gather</p>	15	CO3&CO4

more data on customers and as a way to turn customers into digital shoppers. Take a look at how McDonald's is using its loyalty program as well as other digital initiatives to stay ahead of the competition.

Questions

1. Summarize the above case with reference to Indian market?
2. Justify the digital marketing strategies adopted by McDonald to meet the demand of Indian consumers by serving its menu online?
3. Enumerate the factors influencing selection of a distribution channel?





April 2025

Examination: End Semester Examination (UG Programmes)

Programme code: 01		Class: TY	Semester: VI
Programme: Bachelor of Commerce (Hons)			
Name of the Constituent College: S K Somaiya College		Name of the Department: Commerce	
Course Code: 131U01E602	Name of the Course: Financial Modelling		
Duration : 2 hours	Maximum Marks: 60 marks		
Instructions: <ol style="list-style-type: none"> 1) All questions are compulsory. 2) Use of a simple calculator is permitted. 3) Figures to the right indicate the marks assigned to the questions. 4) Working notes should form part of your answers. 			

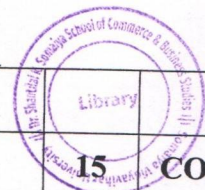
Q. No.		Max Marks	CO																																																												
Q1	<p>A. The following are the summarized Balance Sheets of Darshan Limited as on 31st March, 2023 and 2024:</p> <table><tr><th>Liabilities</th><th>31.03.23</th><th>31.03.24</th><th>Assets</th><th>31.03.23</th><th>31.03.24</th></tr><tr><td></td><td>₹</td><td>₹</td><td></td><td>₹</td><td>₹</td></tr><tr><td>Share Capital</td><td>4,60,000</td><td>4,60,000</td><td>Land & Building</td><td>3,00,000</td><td>3,00,000</td></tr><tr><td>Profit & Loss Balance</td><td>32,000</td><td>46,000</td><td>Machinery</td><td>1,04,000</td><td>1,40,000</td></tr><tr><td>Reserve</td><td>1,20,000</td><td>1,20,000</td><td>Investments</td><td>2,20,00</td><td>1,48,000</td></tr><tr><td>8% Debentures</td><td>1,80,000</td><td>1,40,000</td><td>Stock</td><td>1,64,000</td><td>2,12,000</td></tr><tr><td>Depreciation Fund</td><td>80,000</td><td>88,000</td><td>Debtors</td><td>1,34,000</td><td>86,000</td></tr><tr><td>Creditors</td><td>2,06,000</td><td>1,92,000</td><td>Cash</td><td>1,80,000</td><td>1,80,000</td></tr><tr><td>Outstanding expenses</td><td>26,000</td><td>24,000</td><td>Prepaid expenses</td><td>2000</td><td>4000</td></tr><tr><td></td><td>11,04,000</td><td>10,70,000</td><td></td><td>11,04,000</td><td>10,70,000</td></tr></table> <p>Additional Information:</p> <ul style="list-style-type: none">• 10% Dividend was paid during 2022-23.• Old Machinery costing ₹ 24,000 (accumulated depreciation ₹ 12,000) was sold for ₹8,000.• 40,000, 8% Debenture were redeemed by purchase from open market at ₹ 96 for a debenture of ₹ 100 on 31.03.2024.	Liabilities	31.03.23	31.03.24	Assets	31.03.23	31.03.24		₹	₹		₹	₹	Share Capital	4,60,000	4,60,000	Land & Building	3,00,000	3,00,000	Profit & Loss Balance	32,000	46,000	Machinery	1,04,000	1,40,000	Reserve	1,20,000	1,20,000	Investments	2,20,00	1,48,000	8% Debentures	1,80,000	1,40,000	Stock	1,64,000	2,12,000	Depreciation Fund	80,000	88,000	Debtors	1,34,000	86,000	Creditors	2,06,000	1,92,000	Cash	1,80,000	1,80,000	Outstanding expenses	26,000	24,000	Prepaid expenses	2000	4000		11,04,000	10,70,000		11,04,000	10,70,000	15	CO 2
Liabilities	31.03.23	31.03.24	Assets	31.03.23	31.03.24																																																										
	₹	₹		₹	₹																																																										
Share Capital	4,60,000	4,60,000	Land & Building	3,00,000	3,00,000																																																										
Profit & Loss Balance	32,000	46,000	Machinery	1,04,000	1,40,000																																																										
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	11,04,000	10,70,000		11,04,000	10,70,000																																																										

	<ul style="list-style-type: none">Investments worth ₹ 72,000 were sold at book value.Bad debt written off during the year ₹ 10,000. <p>Prepare Statement of Cash Flow for the year ended 31.03.2024. (15 marks)</p>								
	OR								
	<p>B. Prepare cash flow statement of M/s MNT Ltd. for the year ended 31st March, 2024 with the help of the following information: (15 marks)</p> <p>(1) Company sold goods for cash only.</p> <p>(2) Gross Profit Ratio was 30% for the year, gross profit amounts to ₹3,82,500.</p> <p>(3) Opening inventory was lesser than closing inventory by ₹₹35,000.</p> <p>(4) Wages paid during the year ₹4,92,500.</p> <p>(5) Office and selling expenses paid during the year ₹75,000.</p> <p>(6) Dividend paid during the year ₹30,000.</p> <p>(7) Bank loan repaid during the year ₹2,15,000 (included interest ₹15,000).</p> <p>(8) Trade payables on 31st March, 2023 exceed the balance on 31st March, 2024 by ₹ 25,000.</p> <p>(9) Amount paid to trade payables during the year ₹ 4,60,000.</p> <p>(10) Tax paid during the year amounts to ₹ 65,000 (Provision for taxation as on 31.03.20X1 ₹45,000).</p> <p>(11) Investments of ₹7,00,000 sold during the year at a profit of ₹20,000.</p> <p>(12) Depreciation on fixed assets amounts to ₹ 85,000.</p> <p>(13) Plant and machinery purchased on 15th November, 20X0 for ₹2,50,000.</p> <p>(14) Cash and Cash Equivalents on 31st March, 20X0 ₹2,00,000.</p> <p>(15) Cash and Cash Equivalents on 31st March, 20X1 ₹6,07,500.</p>	15	CO 1 CO 2						
Q2	<p>A. As a financial analyst of a large electronics company, you are required to determine the weighted average cost of capital of the company using (a) book value weights and (b) market value weights.</p> <p>The following information is available for your perusal.</p> <p>The company's present book value capital structure is:</p> <table><tr><td>Debentures (₹100 per debenture)</td><td>8,00,000</td></tr><tr><td>Preference shares (₹100 per share)</td><td>2,00,000</td></tr><tr><td>Equity shares (₹10 per share)</td><td>10,00,000</td></tr></table> <p>All these securities are traded in capital markets. Recent price are:</p> <p>Debentures ₹110 per debenture</p> <p>Preference shares ₹120 per share</p> <p>Equity shares ₹22 each</p> <p>Anticipated external financing opportunities are:</p> <p>(i) ₹100 per debenture redeemable at par, 11% coupon rate, 4% floatation cost, 10 years of maturity, sale price, ₹100.</p> <p>(ii) ₹100 per preference share redeemable at par, 12% dividend rate, 5% floatation cost, 10 years of maturity, sale price, ₹100.</p> <p>(iii) Equity share has ₹2 floatation cost and sale price per share of ₹22.</p> <p>In addition, the dividend expected on the equity share at the end of the year is ₹2 per share with annual growth of 7%. The firm has a practice of paying all earnings in the form of dividends. Corporate Income-tax rate is 35%. (15 marks)</p>	Debentures (₹100 per debenture)	8,00,000	Preference shares (₹100 per share)	2,00,000	Equity shares (₹10 per share)	10,00,000	15	CO 1 and CO 2
Debentures (₹100 per debenture)	8,00,000								
Preference shares (₹100 per share)	2,00,000								
Equity shares (₹10 per share)	10,00,000								
	OR								
	<p>B. Explain in detail most Popular Financial Models. (7 marks)</p>	15	CO 4						

C. What are the advantages of Financial Modelling? (8 marks)

Q3

A. Following is the trial balance of Delta limited as on 31.3.2024.



Particulars	Debit	Particulars	Credit
Land at cost	800	Equity share capital (shares of ₹10 each)	500
Calls in arrears	5	10% Debentures	300
Cash in hand	2	General reserve	150
Plant & Machinery at cost	824	Profit & Loss A/c (balance on 1.4.X1)	75
Trade receivables	120	Securities premium	40
Inventories (31-3-24)	96	Sales	1200
Cash at Bank	28	Trade payables	30
Adjusted Purchases	400	Provision for depreciation	150
Factory expenses	80	Suspense Account	10
Administrative expenses	45		
Selling expenses	25		
Debenture Interest	30		
	2455		2455

Additional Information:

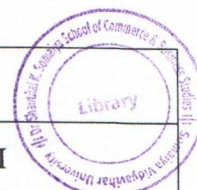
- The authorized share capital of the company is 80,000 shares of ` 10 each.
- The company revalued the land at ₹9,60,000.
- Equity share capital includes shares of ` 50,000 issued for consideration other than cash.
- Suspense account of ₹10,000 represents cash received from the sale of some of the machinery on 1.4.2023. The cost of the machinery was ₹24,000 and the accumulated depreciation thereon being ₹20,000. The balance of Plant & Machinery given in trial balance is before adjustment of sale of machinery.
- Depreciation is to be provided on plant and machinery at 10% on cost.
- Balance at bank includes ₹5,000 with ABC Bank Ltd., which is not a Scheduled Bank.
- Make provision for income tax@30%.
- Trade receivables of ` ₹50,000 are due for more than six months.

You are required to prepare Delta Limited's Balance Sheet as at 31.3.2024 and Statement of Profit and Loss with notes to accounts for the year ended 31.3.2024 as per Schedule III. Ignore previous year's figures & taxation.

	OR		
	<p>B. Discuss some limitations with financial modelling. (7 marks)</p> <p>C. List the scope and objective of Ind AS 1(Presentation of financial statements) (8 marks)</p>	15	CO 3
Q4	<p>A. A company issues 25,000, 14% debentures of ₹1,000 each. The debentures are redeemable after the expiry period 5 years. Tax rate applicable to the company is 35%. Calculate the cost of debt after tax if debentures are issued at 5% discount with 2% flotation cost. (5 marks)</p> <p>B. Classify the following activities as (a) Operating activities, (b) Investing activities (c) Financing activities (d) Cash equivalents with reference to AS 3 (Revised). (5 marks)</p> <p>(a) Brokerage paid on purchase of investments (b) Underwriting commission paid (c) Trading commission received (d) Proceeds from sale of investment (e) Purchase of goodwill</p> <p>C. According to the latest annual report, the company has an outstanding debt of ₹50 million and it paid ₹4 million as interest expense. The applicable risk-free rate of return is 2% while the relevant market gave a return of 5% during the last year. Calculate the cost of debt and cost of equity if the applicable tax rate is 34% and the stock's beta is 1.2. (5 marks)</p>	15	CO 2 and CO 2 and CO 4



SOMAIYA
VIDYAVIHAR UNIVERSITY



Semester (NOV 2024 to MAR 2025)		
Examination: End Semester Examination April 2025 (UG Programmes)		
Programme code: 01	Class: TY	Semester: VI
Programme: BCOM -H		
Name of the Constituent College: S K Somaiya College		Name of the Department : Commerce
Course Code: 131U01C603	Name of the Course: Management Accounting	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1) Use simple calculator. 2)All questions are compulsory.		

Q. No		Max Mar ks.																																																																
Q.1.	<p>A. Given below are the financial details of ABC Ltd. for the years 2021 and 2022. Prepare a Comparative Profit & Loss Statement and analyze the percentage change.</p> <table><tr><th>Particulars</th><th>2021 (₹)</th><th>2022 (₹)</th></tr><tr><td>Revenue from Operations</td><td>8,00,000</td><td>9,60,000</td></tr><tr><td>Other Income</td><td>50,000</td><td>70,000</td></tr><tr><td>Total Revenue</td><td>8,50,000</td><td>10,30,000</td></tr><tr><td>Cost of Goods Sold (COGS)</td><td>4,80,000</td><td>5,76,000</td></tr><tr><td>Gross Profit</td><td>3,70,000</td><td>4,54,000</td></tr><tr><td>Operating Expenses:</td><td></td><td></td></tr><tr><td>- Salaries</td><td>60,000</td><td>75,000</td></tr><tr><td>- Rent</td><td>30,000</td><td>35,000</td></tr><tr><td>- Advertising</td><td>15,000</td><td>18,000</td></tr><tr><td>- Miscellaneous Expenses</td><td>20,000</td><td>25,000</td></tr><tr><td>Total Operating Expenses</td><td>1,25,000</td><td>1,53,000</td></tr><tr><td>Operating Profit</td><td>2,45,000</td><td>3,01,000</td></tr><tr><td>Interest Paid</td><td>30,000</td><td>40,000</td></tr><tr><td>Profit Before Tax (PBT)</td><td>2,15,000</td><td>2,61,000</td></tr><tr><td>Tax @ 25%</td><td>53,750</td><td>65,250</td></tr><tr><td>Profit After Tax (PAT)</td><td>1,61,250</td><td>1,95,750</td></tr></table> <p>Requirement:</p> <p>1. Prepare a Comparative Statement showing absolute change and percentage change for each item.</p> <p style="text-align: center;">OR</p> <p>B. The following is the Profit & Loss Statement of PQR Ltd. for the year 2023. Convert it into a Common Size Statement (expressing each item as a % of Net Sales).</p> <table><tr><th>Particulars</th><th>2023 (₹)</th></tr><tr><td>Net Sales</td><td>15,00,000</td></tr><tr><td>Cost of Goods Sold (COGS)</td><td>9,00,000</td></tr><tr><td>Gross Profit</td><td>6,00,000</td></tr><tr><td>Operating Expenses:</td><td></td></tr><tr><td>- Salaries</td><td>1,20,000</td></tr></table>	Particulars	2021 (₹)	2022 (₹)	Revenue from Operations	8,00,000	9,60,000	Other Income	50,000	70,000	Total Revenue	8,50,000	10,30,000	Cost of Goods Sold (COGS)	4,80,000	5,76,000	Gross Profit	3,70,000	4,54,000	Operating Expenses:			- Salaries	60,000	75,000	- Rent	30,000	35,000	- Advertising	15,000	18,000	- Miscellaneous Expenses	20,000	25,000	Total Operating Expenses	1,25,000	1,53,000	Operating Profit	2,45,000	3,01,000	Interest Paid	30,000	40,000	Profit Before Tax (PBT)	2,15,000	2,61,000	Tax @ 25%	53,750	65,250	Profit After Tax (PAT)	1,61,250	1,95,750	Particulars	2023 (₹)	Net Sales	15,00,000	Cost of Goods Sold (COGS)	9,00,000	Gross Profit	6,00,000	Operating Expenses:		- Salaries	1,20,000	15	CO-2
Particulars	2021 (₹)	2022 (₹)																																																																
Revenue from Operations	8,00,000	9,60,000																																																																
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		15	CO-2																																																															

- Rent	60,000
- Advertisement	40,000
- Miscellaneous Expenses	50,000
Total Operating Expenses	2,70,000
Operating Profit	3,30,000
Other Income	30,000
Profit Before Tax (PBT)	3,60,000
Tax @ 28%	1,00,800
Profit After Tax (PAT)	2,59,200

Requirement:

Prepare a Common Size Profit & Loss Statement, showing each item as a percentage of Net Sales.

Q.2.

A. You are required to prepare a statement showing the working capital required to finance the level of activity of 15,000 units per year from the following information:

- Raw materials are in stock on an average for 3 months.
- Materials are in process on an average for one a month.
- Finished goods are in stock on an average for two month.
- Credit allowed by the suppliers is 2 months of purchase of raw' materials and credit allowed to the customers is 3 months.
- Lag in payment of wages and overheads is one month and two months respectively.
- Cash and Bank balance is expected to be 10% of Net Working Capital before considering cash and Bank balance.
- Activities are spread evenly throughout the year.

	Cost per unit Rs.
Raw materials	10
Wages	5
Total cost	30

Profit is 20% on selling price

OR

B. A proforma cost sheet of Srinath and company provides the following particulars Raw Materials ₹80 per unit
Direct labour ₹30 per unit
Overheads ₹60 per unit
Selling price ₹200 per unit
the following further particulars are available

- Raw materials are in stock on average one month.
- Production period is of 2 weeks. For estimating work in progress consider 100% material cost and 40% of labour and overheads.
- Finish goods are in stock on and average for one month.
- Credit allowed by supplier is one month
- Credit allowed to Debtors is 2 months.
- Lag in payment of wages is 1.5 weeks.
- Lag in payment of overheads is one month.
- 1/4 of output is sold against cash.
- Cash on hand and at bank is expected to be ₹10,000.

You are required to prepare a statement showing the working capital needed to finance a level of activity of 2000 units of production per

15

CO3

15

CO3

week. Debtors to be considered at selling price. You may assume production is carried out evenly throughout the year. Wages and overheads accrued similarly, and the time period of 4 weeks is equivalent to a month. All purchases are on a credit basis.



Q.3.

A. From the following balance sheets and additional information of ABC Ltd., find out cash creating activities.

15

CO-4

Liabilities	31.3.2007 Rs.	31.3.2008 Rs.
Equity Share Capital	60,000	70,000
General Reserve	20,000	30,000
10% Debentures	42,000	50,000
Profit and Loss A/c	---	14,000
Sundry Creditors	17,000	25,000
Provision for Depreciation on Machinery	18,000	26,000
Total	1,57,000	2,15,000

Assets	31.3.2007 Rs.	31.3.2008 Rs.
Goodwill	20,000	16,000
Machinery	82,000	1,08,000
10% Investments	6,000	16,000
Stock	8,000	34,000
Debtors	4,000	15,000
Cash and Bank	24,000	26,000
Discount on Debentures	1,000	---
Profit and Loss A/c	12,000	---
Total	1,57,000	2,15,000

Additional Information:

(a) Debentures were issued on 31st March 2008. (b) Investments were made on 31st March 2008.

OR

B. From the following Balance sheets of Vinayak Ltd as on 31st Dec 2023 and 2024.

15

CO-4

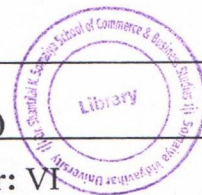
Balance sheets

Liabilities	2024	2023	Assets	2004	2003
Equity Shares	8,00,000	7,00,000	Fixed Assets	7,50,000	5,00,000
General Reserve	2,25,000	1,75,000	Cash	1,80,000	1,50,000
Profit and loss a/c	2,50,000	1,50,000	Debtors	3.75,000	2,25,000
10% Debentures	2,00,000	NIL	Stock	2,60,000	1,60,000
Proposed Dividend	90,000	80,000	Underwriting commission	NIL	70,000
	15,65,550	11,05,000		15,65,550	11,05,000

Additional information:

i. During the year interim Dividend paid Rs.30,000.

	ii. Depreciation for the year on fixed asset amounted to Rs.50,000. iii. Underwriting commission was amortized during the year. iv. Fixed assets sold during the year worth Rs. 1,00,000. You are required to prepare cash flow statement as per AS 3 (Use indirect method)																																					
Q.4.	A. The following is the Balance sheet of Kushal Ltd as at 31st March, 2019.				05	CO2																																
	<table><tr><th>Liabilities</th><th>₹.</th><th>Assets</th><th>₹.</th></tr><tr><td>Eq. Shares of ₹.100 each</td><td>8,00,000</td><td>Fixed assets</td><td>6,10,000</td></tr><tr><td>Pref. Shares of ₹.100</td><td>1,00,000</td><td>Stock in Trade</td><td>1,60,000</td></tr><tr><td>Reserve and Surplus</td><td>1,00,000</td><td>Sundry debtors</td><td>1,20,000</td></tr><tr><td>12% Debentures</td><td>2,00,000</td><td>Bills receivable</td><td>25,000</td></tr><tr><td>Creditors</td><td>1,20,000</td><td>Cash</td><td>35,000</td></tr><tr><td>Overdraft</td><td>30,000</td><td></td><td></td></tr><tr><td></td><td>9,50,000</td><td></td><td>9,50,000</td></tr></table>						Liabilities	₹.	Assets	₹.	Eq. Shares of ₹.100 each	8,00,000	Fixed assets	6,10,000	Pref. Shares of ₹.100	1,00,000	Stock in Trade	1,60,000	Reserve and Surplus	1,00,000	Sundry debtors	1,20,000	12% Debentures	2,00,000	Bills receivable	25,000	Creditors	1,20,000	Cash	35,000	Overdraft	30,000				9,50,000		9,50,000
	Liabilities	₹.	Assets	₹.																																		
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	Creditors	1,20,000	Cash	35,000																																		
	Overdraft	30,000																																				
		9,50,000		9,50,000																																		
From the above information, you are required to compute the following ratio:-																																						
1) Current ratio																																						
2) Liquid ratio																																						
3) Stock working capital Ratio.																																						
5)Debt Equity ratio																																						
B. PQR Ltd furnished the following information for the year ended 2024-25																																						
<table><tr><td>Particulars</td><td>Rs.</td></tr><tr><td>Opening balance of Debtors</td><td>1,20,000</td></tr><tr><td>Closing Balance of Debtors</td><td>1,40,000</td></tr><tr><td>Net credit annual sales</td><td>6,00,000</td></tr></table>				Particulars	Rs.	Opening balance of Debtors	1,20,000	Closing Balance of Debtors	1,40,000	Net credit annual sales	6,00,000																											
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Closing Balance of Debtors	1,40,000																																					
Net credit annual sales	6,00,000																																					
Calculate the following:																																						
(i) Debtor turnover ratio																																						
(ii) the average collection period (assuming 365 days a year) for the year 2019-20.																																						
C. From the following Profit and Loss A/c Calculate Stock turn over ratio, , Gross profit ratio , Gross profit Ratio and Net profit ratio.																																						
Profit and Loss A/c																																						
<table><tr><td>To opening stock</td><td>1,45,000</td><td>By Sales</td><td>7,50,000</td></tr><tr><td>To Purchases</td><td>6,10,000</td><td>By Closing Stock</td><td>1,55,000</td></tr><tr><td>To Gross Profit</td><td><u>1,20,000</u></td><td></td><td></td></tr><tr><td></td><td><u>9,05,000</u></td><td></td><td><u>9,05,000</u></td></tr><tr><td>To Sundry Expenses</td><td>80,000</td><td>By Gross profit</td><td>1,20,000</td></tr><tr><td>To Net Profit</td><td>70,000</td><td></td><td></td></tr><tr><td></td><td>1,50,000</td><td></td><td>1,50,000</td></tr></table>				To opening stock	1,45,000	By Sales	7,50,000	To Purchases	6,10,000	By Closing Stock	1,55,000	To Gross Profit	<u>1,20,000</u>				<u>9,05,000</u>		<u>9,05,000</u>	To Sundry Expenses	80,000	By Gross profit	1,20,000	To Net Profit	70,000				1,50,000		1,50,000							
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	1,50,000		1,50,000																																			



April 2025		
Examination: End Semester Examination (UG/PG Programmes)		
Programme code: 01 Programme: BCom (Hons)	Class: TY	Semester: VI
Name of the Constituent College: S K Somaiya College		Name of the Department: Commerce
Course Code: 131U01V603	Name of the Course: Cost Accounting II	
Duration: 2 Hr.	Maximum Marks: 60	
Instructions: 1) Draw neat diagrams 2) Assume suitable data if necessary 3) Use of a simple calculator is allowed 4) Use graph paper to plot Charts.		

Question No.					Max. Marks	CO																					
Q 1	A	A product passes through three processes. The following cost data have been extracted from the books of a manufacturing company.				15	CO1																				
		<table><tr><th>Particulars</th><th>Total Rs.</th><th>Process I</th><th>Process II</th><th>Process III</th></tr><tr><td>Material</td><td>1,50,840</td><td>52,000</td><td>39,600</td><td>59,240</td></tr><tr><td>Direct wages</td><td>1,80,000</td><td>40,000</td><td>60,000</td><td>80,000</td></tr><tr><td>Production Overhead</td><td>1,80,000</td><td></td><td></td><td></td></tr></table>				Particulars	Total Rs.	Process I	Process II	Process III	Material	1,50,840	52,000	39,600	59,240	Direct wages	1,80,000	40,000	60,000	80,000	Production Overhead	1,80,000					
Particulars	Total Rs.	Process I	Process II	Process III																							
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Direct wages	1,80,000	40,000	60,000	80,000																							
Production Overhead	1,80,000																										
		10,000 units at Rs. 6/- each were introduced into 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:																									
		<table><tr><th>Process</th><th>Output Unit</th><th>Percentage of Normal Loss to Input</th><th>Value of Scrap per Unit</th></tr><tr><td>I</td><td>9,500</td><td>5%</td><td>4</td></tr><tr><td>II</td><td>8,400</td><td>10%</td><td>8</td></tr><tr><td>III</td><td>7,500</td><td>15%</td><td>10</td></tr></table>				Process	Output Unit	Percentage of Normal Loss to Input	Value of Scrap per Unit	I	9,500	5%	4	II	8,400	10%	8	III	7,500	15%	10						
Process	Output Unit	Percentage of Normal Loss to Input	Value of Scrap per Unit																								
I	9,500	5%	4																								
II	8,400	10%	8																								
III	7,500	15%	10																								
		Prepare all the Process Accounts.																									
OR																											

	B	Product 'A' is obtained after it is processed through Process X, Y and Z. The following cost information is available for the month ended 31 st March, 2024.	15	CO1																																							
		<table><tr><th rowspan="2">Particulars</th><th colspan="3">Processes</th></tr><tr><th>X</th><th>Y</th><th>Z</th></tr><tr><td>Number of units introduced in the process</td><td>500</td><td>-</td><td>-</td></tr><tr><td>Rate per unit of units introduced (Rs.)</td><td>04</td><td>-</td><td>-</td></tr><tr><td>Cost of Material</td><td>2,600</td><td>2,000</td><td>1,025</td></tr><tr><td>Direct Wages</td><td>2,250</td><td>3,680</td><td>1,400</td></tr><tr><td>Production Overheads</td><td>2,250</td><td>3,680</td><td>1,400</td></tr><tr><td>Normal Loss (% on units introduced in each process)</td><td>10%</td><td>20%</td><td>25%</td></tr><tr><td>Value of Scrap per unit</td><td>02</td><td>04</td><td>05</td></tr><tr><td>Output in units</td><td>450</td><td>340</td><td>270</td></tr></table> <p>There is no stock in any process. Prepare all the Process Accounts, Abnormal Loss Account and Abnormal Gain Account.</p>	Particulars	Processes			X	Y	Z	Number of units introduced in the process	500	-	-	Rate per unit of units introduced (Rs.)	04	-	-	Cost of Material	2,600	2,000	1,025	Direct Wages	2,250	3,680	1,400	Production Overheads	2,250	3,680	1,400	Normal Loss (% on units introduced in each process)	10%	20%	25%	Value of Scrap per unit	02	04	05	Output in units	450	340	270		
Particulars	Processes																																										
	X	Y	Z																																								
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Output in units	450	340	270																																								
Q 2	A	Happy Travels transport company is running a fleet of three buses between two towns 100 kms apart. Seating capacity of each bus is 50 passengers. The following particulars are available for the month of November 2024:	10	CO2																																							
		<table><tr><th>Particulars</th><th>Amt (Rs.)</th></tr><tr><td>Wages of drivers, conductors, cleaners</td><td>7,200</td></tr><tr><td>Salaries of office staff</td><td>3,000</td></tr><tr><td>Diesel and other oils</td><td>20,640</td></tr><tr><td>Repairs and maintenance</td><td>2,400</td></tr><tr><td>Taxation and insurance</td><td>4,800</td></tr><tr><td>Depreciation</td><td>7,800</td></tr><tr><td>Interest on capital</td><td>6,000</td></tr></table> <p>Actual passengers are carried at 90% of the seating capacity. All the buses ran on all days of the month. Each bus made one round trip per day. Find out the cost per passenger-kilometer.</p>	Particulars	Amt (Rs.)	Wages of drivers, conductors, cleaners	7,200	Salaries of office staff	3,000	Diesel and other oils	20,640	Repairs and maintenance	2,400	Taxation and insurance	4,800	Depreciation	7,800	Interest on capital	6,000																									
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Depreciation	7,800																																										
Interest on capital	6,000																																										
	B	From the following details calculate Sales Value Variance, Sales Volume Variance & Sales Mix Variance.	05	CO3																																							
		<table><tr><th>Product</th><th>Budgeted Quantity</th><th>Budgeted Price per Units</th><th>Actual Units Sold</th><th>Actual Price per unit</th></tr><tr><td>AXE</td><td>7500</td><td>20</td><td>7800</td><td>21</td></tr><tr><td>WYE</td><td>11250</td><td>15</td><td>12200</td><td>14</td></tr></table>	Product	Budgeted Quantity	Budgeted Price per Units	Actual Units Sold	Actual Price per unit	AXE	7500	20	7800	21	WYE	11250	15	12200	14																										
Product	Budgeted Quantity	Budgeted Price per Units	Actual Units Sold	Actual Price per unit																																							
AXE	7500	20	7800	21																																							
WYE	11250	15	12200	14																																							
		OR																																									

	C	From the following information of ZED Ltd find out Labour Variances .50 skilled workmen , 20 semi-skilled workmen & 30 Unskilled workmen were to work for 30 weeks to get a contract completed. The standard weekly wages were Rs.120 , Rs.72 & Rs.48 respectively. The job was actually completed in 32 weeks by 40 Skilled, 25 Semi-Skilled & 35 Unskilled workmen who were paid Rs.130, Rs.80 & Rs.40 respectively as weekly wages.	15	CO3																								
Q 3	A	I)From the following information of Yaksh Ltd. for two periods calculate: a) Profit Volume Ratio b) Break Even Point in Value c) Profit when sales are Rs. 100 Lakhs <table><tr><th>Particulars</th><th>Sales</th><th>Total Cost</th></tr><tr><td>Period -I</td><td>80 Lakhs</td><td>72 Lakhs</td></tr><tr><td>Period -II</td><td>120 Lakhs</td><td>104 Lakhs</td></tr></table> II) Draw Break Even Chart indicating Angle of Incidence, Margin of Safety , BEP , Profit & Loss region from the following information : a) Total Fixed Cost - Rs. 15000 b) Variable Cost - Rs. 80 per unit c) Selling Price -Rs.140 per unit	Particulars	Sales	Total Cost	Period -I	80 Lakhs	72 Lakhs	Period -II	120 Lakhs	104 Lakhs	08 07	CO4															
Particulars	Sales	Total Cost																										
Period -I	80 Lakhs	72 Lakhs																										
Period -II	120 Lakhs	104 Lakhs																										
		OR																										
	B	X ltd is manufacturing three products X, Y & Z and selling them in a competitive market . Details of current demand , selling price and cost structure are given below : <table><tr><th>Particulars</th><th>X</th><th>Y</th><th>Z</th></tr><tr><td>Expected Demand (Units)</td><td>30000</td><td>36000</td><td>60000</td></tr><tr><td>Selling Price Per Unit</td><td>40</td><td>32</td><td>20</td></tr><tr><td>Direct Material (Rs. 20/ kg)</td><td>12</td><td>8</td><td>4</td></tr><tr><td>Direct Labour (Rs.30/hour)</td><td>6</td><td>6</td><td>3</td></tr><tr><td>Variable Overheads</td><td>4</td><td>2</td><td>2</td></tr></table> Fixed Overheads - Rs. 800000 . The company is frequently affected by acute scarcity of raw material and high labour turnover. During the next period, it is expected to have one of the following situation : a) Raw Material available will be only 36,300kg . b) Direct labour hours available will be only 15,000 hours . Suggest the best production plan in each case and the resultant profit that the company would earn according to your suggestion.	Particulars	X	Y	Z	Expected Demand (Units)	30000	36000	60000	Selling Price Per Unit	40	32	20	Direct Material (Rs. 20/ kg)	12	8	4	Direct Labour (Rs.30/hour)	6	6	3	Variable Overheads	4	2	2	15	CO4
Particulars	X	Y	Z																									
Expected Demand (Units)	30000	36000	60000																									
Selling Price Per Unit	40	32	20																									
Direct Material (Rs. 20/ kg)	12	8	4																									
Direct Labour (Rs.30/hour)	6	6	3																									
Variable Overheads	4	2	2																									

Q 4	Attempt the following questions:			
	A	Tell the composite unit of the following undertakings: <ul style="list-style-type: none">● Hospital● Electricity● Cinema hall	03	CO2
	B	Sales are Rs. 16,00,000 , Fixed costs are Rs. 4,00,000 and variable costs are Rs. 6,00,000. Compute the Margin of safety.	03	CO4
	C	For making 1kg of a Product , the standard material requirement is Mat A- 8 kg @ Rs.6 per kg , Mat-B -4kg @ 4 per kg .During August 10000 kg of Product was produced .The actual consumption of material is as follows : Mat A- 7500 kg @ Rs.7 per kg , Mat-B -5000kg @ Rs.5 per kg , What is Material Cost Variance.	03	CO3
	D	List down any three characteristics of Marginal Costing	03	CO4
	E	List down any three characteristics of Operating Costing.	03	CO2



SOMAIYA
VIDYAVIHAR UNIVERSITY



Semester (November 2024 to March 2024)		
Examination: End Semester Examination April 2024 (UG Programmes)		
Programme code: 01 Programme: BCOM H	Class: TY	Semester: VI
Name of the Constituent College: S K Somaiya college	Name of the Department Commerce	
Course Code: 131U01E603	Name of the Course: Rural Marketing	
Duration : 2 Hrs.	Maximum Marks : 60	
Instructions: 1)Draw neat diagrams 2)Assume suitable data if necessary 3)		

Question No.		Max. Marks	CO
Q.1. A	Define and explain "Rural Marketing". Classify various rural markets available in India.	15	CO 1
	OR		
Q.1. B	Describe the characteristics of changing consumer behaviour in rural marketing.	15	CO 2
Q.2. A	State and explain the basic elements of marketing mix in the Indian rural markets.	15	CO 3
	OR		
Q.2. B	Describe various defects in agricultural marketing and state the ways to improve upon these defects.	15	CO 3
Q.3. A.	State various problems of Rural marketing distribution strategy.	15	CO 4
	OR		
Q.3. B.	Imagine you are a rural marketing distributor. State various strategies you will use to remove the problems and hurdles in distribution strategy.	15	CO 4
Q.4	Solve the following Case Study	15	CO 1 & 4
	<p>In the vast and complex landscape of Indian agriculture, the challenge of connecting farmers with fair and transparent markets has been a persistent one. Traditional agricultural markets, often plagued by inefficiencies and intermediaries, have historically left farmers vulnerable to price manipulation and exploitation. Recognizing the need for a paradigm shift, the Indian government launched the electronic National Agriculture Market (e-NAM) in 2016. This ambitious initiative aimed to create a unified national market for agricultural commodities, leveraging technology to empower farmers and transform the way they trade their produce.</p> <p>e-NAM is essentially an online trading platform that seeks to integrate existing Agricultural Produce Market Committees (APMCs) across the country. It provides a virtual marketplace where farmers can showcase their produce to a wider network of buyers, transcending geographical boundaries. The platform facilitates transparent auctions, enabling farmers to discover the best possible prices for their commodities. Real-time information on market prices, commodity arrivals, and trading trends is made available to farmers, empowering them to make informed decisions.</p>		

The implementation of e-NAM involves the integration of APMC market yards with the online platform. This integration entails the installation of electronic weighing machines, quality testing equipment, and internet connectivity to facilitate seamless trading. Farmers can bring their produce to the integrated APMC market yards, where it is graded and assayed for quality. The details of the produce, along with its quality parameters, are then uploaded onto the e-NAM platform. Buyers across the country can access this information and participate in online auctions.

One of the key objectives of e-NAM is to reduce the role of intermediaries, thereby increasing the farmers' share of the final price. By connecting farmers directly with buyers, the platform aims to eliminate the layers of commission agents and traders who often siphon off a significant portion of the profits. Furthermore, e-NAM seeks to enhance transparency in market transactions, ensuring that farmers receive fair and competitive prices for their produce.

However, the journey of e-NAM has not been without its challenges. The adoption of the platform has been uneven across different states and regions. Factors such as digital literacy among farmers, infrastructure limitations, and resistance from traditional market players have posed obstacles to its widespread implementation. Ensuring the quality standardization of produce, necessary for successful online trading, has also proven to be a complex task. Moreover, the integration of diverse APMC systems, each with its own set of rules and regulations, has required significant coordination and effort.

Despite these challenges, e-NAM holds immense potential to revolutionize agricultural marketing in India. By leveraging technology to create a more efficient and transparent marketplace, the platform can empower farmers, enhance their incomes, and contribute to the overall development of the agricultural sector.

Questions: [each carries 5 marks]

1. e-NAM relies heavily on digital technology. How can the platform effectively address the digital divide and ensure the inclusion of small and marginal farmers, who may lack access to digital literacy and infrastructure? What localized approaches can be implemented to properly train and educate farmers?
2. What measures can be implemented to ensure the consistent quality grading and assaying of agricultural produce across different APMC markets, and how can farmers be incentivized to adopt quality standards?
3. How can the platform effectively integrate with existing APMC systems and address the concerns of traditional market players, such as commission agents and traders, to ensure a smooth transition and minimize disruption?