Unique Paper Code   :   52411202_OC

Name of the Paper   :   Business Mathematics and Statistics

Name of the Course   :   B.Com

Semester   :   II

Duration   :   2 hours

Maximum Marks   :   75

Attempt any four questions. All questions carry equal marks.

1. The share prices of Reliance Ltd. and Infosys Ltd. recorded for 10 days are given below:

Days		1	2	3	4	5	6	7	8	9	10
Share prices (Rs.)	Reliance Ltd.	1100	1150	1120	1240	1200	1210	1290	1290	1310	1300
	Infosys Ltd.	150	130	120	140	140	130	170	140	110	160

Which company's share prices are more consistent?

Also calculate the combined average price and the combined variance of share prices for the two companies taken together.

2. Using the following information about Aptitude scores (X) and Productivity Index (Y) of workers, calculate:
   - Karl Pearson's coefficient of correlation
   - Two regression coefficients
   - Two regression equations
   - Estimated productivity index of a worker whose aptitude test score is 460

        N

What is the relationship between correlation and regression coefficients?

3. Which is the best method for construction of Index Numbers? Explain why. Show whether this index satisfies the various tests of adequacy of index number formulae.

4. Explain the Moving Average Method of determining trend values. Compare it with the method of least squares in terms of its merits and limitations.
   Compute 4-yearly moving averages for the following data:

Year	Profits (in Thousands INR)	Year	Profits (in Thousands INR)
2008	24	2014	98
2009	28	2015	94
2010	34	2016	112
2011	42	2017	132
2012	52	2018	154
2013	64	2019	178

5. A firm's average cost function is   and its demand function is   where x and p represent quantity and price respectively. Determine the levels of output (x) that (i) maximizes total revenue, (ii) minimizes marginal cost, (iii) maximizes profit.

6. A machine costing Rs.1,50,000 depreciates at the rate of 7% p.a. for the first 2 years, at 10% p.a. for the next 4 years and then at 12% p.a. (depreciation being calculated on the diminishing value). Find the book value of the machine at the end of 10 years and the amount of depreciation provided for the 10th year. Also find the average rate of depreciation.

Unique Paper Code   : 52411201(OC)

Name of the Paper   : Business Laws

Name of the Course   : B.Com.

Semester   : II - CBCS

Duration   : 2 Hours   Maximum Marks   : 75

Instructions for candidates

(Write your Roll No. on the top immediately on receipt of this question paper)

Attempt four question. All questions carry equal marks

Q1 In case where both the parties to an agreement are under a mistake(bilateral mistake), as to a matter of fact essential to the agreement, the agreement is void but in case of a unilateral mistake it may be a void agreement, voidable contract or a valid contract. Explain.

Q2. What do you understand by 'suit upon Quantum Meruit'? Discuss the circumstances giving rise to suit upon Quantum Merit. Explain the doctrine of public policy. Discuss the agreements contrary to public policy.

Q3. Explain with examples Auction sale, Modes of delivery and Rights of an unpaid seller against the buyer personally.

Q4. What is Termination of Agency? Explain the different ways of termination of agency.

Q5. Discuss the provisions of third schedule (annexed to the LLP Act 2008) for conversion from private company in to limited liability partnership. Discuss the effects of Conversion of Partnership into LLP.

Q6. Explain the purpose and content of digital signature certificate. When can a digital signature certificate be suspended or revoked? Also explain Electronic record, Certification practice statement

Unique Paper Code   :   52411202_OC

Name of the Paper   :   Business Mathematics and Statistics

Name of the Course   :   B.Com

Semester   :   II

Duration   :   2 hours

Maximum Marks   :   75

Attempt any four questions. All questions carry equal marks.

1. The share prices of Reliance Ltd. and Infosys Ltd. recorded for 10 days are given below:

Days		1	2	3	4	5	6	7	8	9	10
Share prices (Rs.)	Reliance Ltd.	1100	1150	1120	1240	1200	1210	1290	1290	1310	1300
	Infosys Ltd.	150	130	120	140	140	130	170	140	110	160

Which company's share prices are more consistent?

Also calculate the combined average price and the combined variance of share prices for the two companies taken together.

2. Using the following information about Aptitude scores (X) and Productivity Index (Y) of workers, calculate:
    - Karl Pearson's coefficient of correlation
    - Two regression coefficients
    - Two regression equations
    - Estimated productivity index of a worker whose aptitude test score is 460

            N
What is the relationship between correlation and regression coefficients?

3. Which is the best method for construction of Index Numbers? Explain why. Show whether this index satisfies the various tests of adequacy of index number formulae.

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   Compute 4-yearly moving averages for the following data:

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2008	24	2014	98
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5. A firm's average cost function is   and its demand function is   where x and p represent quantity and price respectively. Determine the levels of output (x) that (i) maximizes total revenue, (ii) minimizes marginal cost, (iii) maximizes profit.

6. A machine costing Rs.1,50,000 depreciates at the rate of 7% p.a. for the first 2 years, at 10% p.a. for the next 4 years and then at 12% p.a. (depreciation being calculated on the diminishing value). Find the book value of the machine at the end of 10 years and the amount of depreciation provided for the 10th year. Also find the average rate of depreciation.

Instructions for Candidates

1. Attempt *ANY FOUR* Questions. ALL QUESTIONS CARRY EQUAL MARKS.
2. Simple Calculators are allowed to be used.
3. Working Notes should form part of the answer.

1. **PRITHVI Ltd** had 19,200 12% Debentures of 100 each outstanding as on 1st April, 2019, redeemable on 31st March, 2020. On that day, Debenture Redemption Reserve was ₹ 17,97,600 represented by 2,400 own debentures purchased at the average price of ₹ 99 ex and 9% Govt. Bonds (face value ₹ 15,84,000). The annual installment was ₹ 68,160. On 31st March, 2020, the investments were realized at 98% and the debentures were redeemed. **Pass the necessary journal entries and Prepare 12% Debentures Account and Debenture Redemption Reserve Account.**   [18.75]

2. From the following extracts from the Balance Sheets of **JAL Ltd**., **Calculate Net Cash Inflow from Operating Activities after Tax** to be disclosed in the Cash Flow Statement as per AS–3 issued by ICAI.

Particulars	*31.3.2020* *(₹)*	*31.3.2019 (₹)*
Equity Share Capital	10,92,000	6,00,000
General Reserve	2,52,000	3,00,000
Profit & Loss A/c	11,40,000	48,000
Securities Premium	60,000	--
Capital Redemption Reserve	--	1,20,000
Capital Grant	9,60,000	Nil
Convertible Debentures (into equity shares at 25% premium)	--	2,40,000
Trade Payables	1,26,000	1,20,000
Goodwill	18,000	--
Plant & Machinery	9,18,000	6,00,000
Inventories	1,14,768	6,48,000
Trade Receivables	9,00,000	7,50,000
Less: Provision for Doubtful Debts	(2,28,000)	(1,80,000)
Voluntary Separation Payments	1,50,000	78,000

Additional Information:

(a) Depreciation on Plant & Machinery written off @ 15%.

(b) It was decided to value Inventories at cost whereas previously the practice was to value Inventories at cost *less* 10%. However the closing stock on 31.03.2020 was correctly valued at cost.

(c) On 31st March 2020, the business of Y Ltd. was purchased for ₹72,000 payable in fully paid equity shares of ₹ 10 each at a premium of 20%. The assets included Inventories ₹ 31,968, Trade Receivables ₹ 12,000, and Machine ₹ 22,032. In addition Trade Payables of ₹ 18,000 were taken over.

(d)   Debtors of ₹2,76,000 were written off against the Provision for Doubtful Debts A/c during the year. Grant of ₹ 12,00,000 amortised in P&L A/c. Compensation received in a suit filed by the company ₹ 1,08,000. Voluntary Separation Payments ₹ 60,000 adjusted against General Reserve**.**   [18.75]

3. From the following information, calculate the Fair Value of an Equity Share of **AGNI Ltd**:
  1. 4,80,000 Equity Shares of ₹ 10 each, ₹ 8 paid up
  2. 8,40,000 Equity Shares of ₹ 5 each fully called up (Calls-in-arrears @ ₹ 2 on 2,40,000 shares)
  3. 12,000 9% Preference Shares of ₹100 each fully paid up
  4. Reserves & Surplus ₹ 88,51,200
  5. Tangible Fixed Assets ₹ 3,60,000. 50% of Total Tangible Fixed Assets are found undervalued by 50% of market value and 50% of the remaining are found overvalued by 50% of market value. 10% Investments: [Face Value ₹ 96,000] ₹ 1,20,000. Of the Investments 10% is trade and the balance non-trade. All trade Investments are to be valued at 10% below cost.
  6. External Liabilities ₹ 12,00,000
  7. Expected Future Maintainable Profits before tax ₹ 30,70,800
  8. Rate of Tax—30%, (Ignore Corporate Dividend Tax)
  9. Normal Rate of Earnings—9%   [18.75]

4. Given below are the extracts from the Balance Sheet of **VAYU Ltd**. as at March 31, 2020:

Particulars	(₹ in lakhs)
Equity Shares of ₹ 10 each	600
6% Cum- Pref. Shares of ₹ 100 each	120
Capital Reserve	7.2
Workmen's Compensation Fund: (Pune)	2.4
Workmen's Compensation Fund: (Bombay)	1.2
10% First Debentures	72
10% Second Debentures	120
Debentures Interest outstanding	19.2
Trade Creditors	198
Provision for Tax	12
Goodwill	12
Patents & Copy Rights	6
Plant & Machinery	863.52
10% Government Loan Earmarked Against Workmen's Compensation Fund	3.6
Investments in Shares in Q Ltd.	38.88
Stock	72
Debtors	12
Cash at Bank	124.8
Discount on issue of Debentures	1.2
Profit and Loss Account (debit balance)	18

Note: *Dividend on Preference Shares are in arrears for three years.*

The following scheme of internal reconstruction was approved by the Court and implemented:
  (a) All the equity shares be converted into the same number of equity shares of ₹ 5 each, ₹ 2.50 paid up.
  (b) The preference shares are converted from 6% to 15% but revalued in a manner in which the total return on them remains unaffected. Four equity shares of ₹ 5 each, ₹ 2.50 paid up to be issued for each ₹ 100 of arrears of preference dividend.
  (c) Mr. A holds 10% first debentures for ₹ 48 lacs and 10% second debentures for ₹ 72 lacs. He is also a creditor for ₹ 12 lacs. Mr. 'A' is to cancel ₹ 72 lacs of his total debt and to pay ₹ 12 lacs to the company and to receive new 12% Debentures for

the balance amount. Mr. B holds the remaining 10% first debentures and 10% second debentures and is also a creditor for ₹ 6 lacs. Mr. 'B' is to cancel ₹ 36 lacs of his total debt and to accept new 12% Debentures for the balance amount.

(d) Trade Creditors (other than A and B) are given the option of either to accept equity shares of ₹ 5, ₹ 2.50 paid up each, for the amount due to them *or* to accept 80% of the amount due in cash. 40% Creditors accepted equity shares whereas the balance accepted cash in full settlement.

(e) There were capital commitments totalling ₹ 360 lacs. These contracts are to be cancelled on payment of 5% of the contract price as a penalty. The Directors refund ₹ 13.2 lacs of the fees previously received by them. The taxation liability of the company is settled at ₹ 10.656 lacs and the same is paid immediately.

(f) Workmen's Compensation Fund (Bombay) disclosed the fact that actually there was a liability of ₹ 24,000 only. As a result the relevant fund amount balance was to be brought down to the required amount. Investments were realised at 10% above the book value.

(g) Investment in Shares of Q Ltd. is to be valued at ₹ 37.5 lacs. Stock is to be valued at 114% of book value. 80% of Debtors are considered as Bad and 20% of the balance Debtors are considered as Doubtful. Any surplus after writing off the various losses should be utilized in writing down the value of plant & machinery. A dissentient shareholder transferred his 100 shares to a director.

Required: **Prepare the Reconstruction Account.** [18.75]

5.AAKASH Ltd. provides you the following relevant information as at 31st March, 2020:

	₹ *in Lacs*
10% Redeemable Pref. shares of ₹ 10 each fully paid up	120
Equity Shares of ₹ 10 each fully paid up	360
Securities Premium	60
General Reserve	300
Profit & Loss Account	360
Capital Redemption Reserve	24
Plant Revaluation Reserve	600
Capital Reserve	720
Export Reserve (Statutory Reserve)	840
Debenture Redemption Reserve	30.6
Long term Secured Loans from Bank	1,100.4
12% Convertible Debentures (of ₹ 100 each)	99.6
Long term Unsecured Loans	768
Current Liabilities	120
General Investments [Face Value ₹ 240 lacs]	480
Investments in 19,800 Own Debentures	36
Debenture Redemption Reserve Investments[Face Value ₹ 18 lacs]	24

On 1st April, 2020, the company decided: (a)To buy back ₹ 24 lacs equity shares at 25% over the Market Price. Market Price per share is ₹40. For this purpose, sufficient Investments were realized at market price which was 125% of the face value. (b) To redeem the Pref. shares at a premium of 10%. (c) To cancel Investments in Own Debentures. (d) To redeem the Debentures at a

premium of 5% and also confer option to the debenture holders to convert 50% of their holding into equity shares at a predetermined price of ₹ 15 per share and balance payment to be made in cash.

Holders of 36,000 debentures opted to get their debentures redeemed in cash only while the rest opted for getting the same converted into equity shares as per the terms of issue. Debenture Redemption Reserve Investment realized 120%.
Later on the company issued one fully paid up Equity Share of ₹ 10 each by way of bonus shares for every four equity shares held. **Required:** Prepare Cash at Bank A/c, General Reserve A/c, Capital Redemption Reserve A/c, Equity Share Capital A/c and Securities Premium A/c. **[18.75]**

6.Given below are the extracts from the Balance Sheets of H Ltd. and S Ltd. as at 31st March, 2020:

Particulars	*H Ltd.* ₹	*S Ltd.* ₹
Equity Shares of ₹ 10 each	12,00,000	6,00,000
Profit & Loss A/c	3,00,000	3,52,800
Loan from S Ltd. (including interest)	57,000	—
Trade Creditors	5,55,000	9,44,400
Plant & Machinery	7,20,000	4,80,000
Non-Current Investments	7,26,240	66,000
18% Loan to H Ltd. (given on 01.06.2019)	--	60,000
Inventories	1,20,000	3,60,000
Trade Debtors	2,40,000	12,12,000
Bank	2,88,000	30,000

Additional Information

  (a) H Ltd. acquired 36,000 equity shares in S Ltd. on 1.7.2019 at a cost of ₹ 6,00,000. The credit balance of Profit and Loss Account of S Ltd. as on 1.4.2019 was ₹ 2,40,000.

  (b) On 30.9.2019, S Ltd. declared dividend @ 20% on equity shares for the year 2018–2019. H Ltd. credited the receipt of dividend to its Profit and Loss A/c.

  (c) H Ltd. and S Ltd. agreed that with effect from 1st July 2019, for services rendered, H Ltd. should charge ₹ 600 p.m. No accounting effect has yet been given. During June 2019, goods costing ₹ 7,200 were destroyed against which the insurer paid only ₹ 2,400 to S Ltd.

  (d) H Ltd. owed S Ltd. ₹ 3,60,000 for the purchase of stock from S Ltd. which made a profit of 20% on cost. 20% of such goods are lying unsold on 31.3.2020. On 31.3.2020, H Ltd. transferred a machinery to S Ltd. for ₹ 1,20,000. The book value of the machinery to H Ltd. was ₹ 1,08,000. H Ltd. remitted a cheque of ₹ 12,000 to S Ltd. on 31st March, 2019 towards repayment of loan, which was received by S Ltd. on 2nd April, 2020.

Required: **Calculate the Minority Interest, Cost of Control and the Balance of Consolidated P& L Account to be taken to the Consolidated Balance Sheet of H Ltd. and its subsidiary, as at 31st March, 2020.** **[18.75]**

Set   :   A
Unique Paper Code   :   52414404
Name of the Paper   :   Cost Accounting
Name of the Course   :   B.Com -CBCS
Semester   :   Sem. IV
Duration   :   2 hours
Maximum Marks   :   75 Marks

Instructions for Candidates

1. It is an Open book examination
2. Answers may be written either in English or Hindi; but same medium should be used throughout the paper.
3. **Attempt any four Questions**
4. **All** questions carry equal marks.
5. Use of simple calculator is allowed.

1. You are being approached by a medium size enterprise to suggest how to curtail cost and increase the profit. After analysing, you find that only financial records are being properly maintained by it. Suggest why cost accounting information is necessary. Also suggest the different criterion of classifying costs.

2. A manager has the following data for procuring a particular item.

Annual demand: 1,000 Units, Ordering cost: Rs.800 per order, Inventory carrying cost: 40% per Unit, Cost per unit: Rs.60. A supplier is offering a discount of 10% on the purchase of material if the order size is at least 350 Units. Advise the manager whether the discount should be availed? Also advice him various methods of keeping records of workers attendance and how idle time can be avoided.

3. When the overheads are allocated, apportioned and absorbed? Also prepare Process A and B A/c if a product passes through two processes, A and B. The normal wastage is 5% in process A while it is 2% in process B. During the year 10,000 units@ Rs.8 per unit were introduced in process A . The other expenses were as follows:

	Process A	Process B
Material	-	Rs.8,260
Labour	Rs.13,000	Rs.6,500
Direct Expenses	Rs.8,500	Rs.5,900
Actual output (Units)	9,400	9,250

4. The following figures are extracted from the Financial Accounts of PS Ltd. for the year ending 31March 2019. PS Ltd had paid income tax of Rs. 50,000 and interest on capital Rs. 40,000 while it had written off Goodwill of Rs. 2,00,000.

	Rs.
Sales (20,000 Units)	50,00,000
Materials	20,00,000
Wages	10,00,000
Factory Overheads	9,00,000
Administrative Overheads	5,20,000
Selling and distribution overhead	3,60,000

Finished goods (1,230 Units)		3,00,000
Closing work in progress: Material	60,000	
Labour	40,000	
Factory Overhead	40,000	1,40,000

In the costing records, factory overheads is charged at 100% of wages. Administrative overhead at 10% of factory cost and selling and distribution overhead @ Rs.20 per Unit sold.

Prepare

(i) Statement of Cost and profit.
(ii) Profit and Loss A/C.
(iii) Reconciliation Statement.

5 Kashi Bus Services Ltd. Runs 5 buses on 40Km long route.

The buses make 3 round trips per day carrying on an average 80% passenger of their seating capacity. The seating capacity of each bus is 40 passengers and the buses run on an average 25 days in a month. Kashi get diesel @ Rs. 65 per litre and the bus runs 6 Km per litre. The other information for the year 2019-20 are given below:

Cost of each bus	Rs 45,00,000
Annual depreciation	15% of cost
Annual insurance	3% of cost
Garage rent	Rs 40,000 per month
Annual repairs	Rs 82,500 each bus
Salaries of 5 drivers	Rs 13,000 each per month
Wages of 5 conductors	Rs 9,000 each per month
Manager's salary	Rs 50,000 per month
Road tax per bus	Rs 5,000 for a quarter
Office expenses	Rs 20,000 per month

You are required to calculate the bus fare to be charged from each Passenger per Kilometre, if the City Bus service wants to earn profits of 20% on takings.

6. A company undertook a contract for construction of a building. The construction work commenced on 1st April 2018 and the following data available for the year ended 31st March 2019:

	Rs
Contract price	35,00,000
Work certified	20,00,000
Cash received	15,00,000
Materials issued	7,50,000
Planning and estimating cost	1,00,000
Direct wages paid	4,00,000
Material returned from site	25,000
Plant hire charges	1,75,000
Sundry Expenses	50,000
Site office costs	67,800
Head office expenses apportioned	37,500
Direct expenses incurred	90,200
Work not certified	14,900

The contractor owns a plant which originally cost Rs 2,00,000 has been continuously in use in this contract throughout the year. The residual value of the plant after 5 years of life is Rs 50,000. On 31st March 2019 the direct wages were payable Rs 27,000 and the material at site were estimated at Rs 20,000. Prepare contract account for the year 31st March 2019 and show the relevant balance sheet entries.

आवश्यक निर्देश

1. उत्तर के पूर्व प्रश्नों को अच्छे से समझने का प्रयास कीजिये।

2. निम्नलिखित प्रश्नों में से कोई चार प्रश्न करें।

3. सभी प्रश्नों के अंक 18.75 समान हैं।

1   निबन्ध की विकास यात्रा पर लेख लिखिए।

2   कहानी और उपन्यास के अंतर को स्पष्ट कीजिए।

3   'उसने कहा था' कहानी की मूल संवेदना लिखिए।

4   'मेले का ऊंट' की मूल समस्या पर विस्तार से लिखिए।

5   बिबिया संस्मरण में व्यक्त नारी व्यथा को स्पष्ट कीजिए।

6   'अंधेर नगरी' नाटक में व्यक्त व्यंग्य को स्पष्ट कीजिए।

Unique Paper Code   : 52413402

Name of the Paper   : Investing in Stock Markets (BC4.4(b))

Name of the Course   : B.Com. (P)

Semester   : IV

Duration   : 3 hours

Maximum Marks   : 75 Marks

Instructions for Candidates

1. Attempt any four Questions, Each Question carry equal marks.
2. Answers may be written either in English or in Hindi, but the same medium should be used throughout the paper.

1) The return (in %) on securities X and Y under different situations are given below:

PROBABILITY	SECURITY X	SECURITY Y
0.3.	10	12
0.4	12	13
0.3	15	14

Find the return and risk associated with the securities. Also advice which is a better investment of the two securities. Give reason.   (18.75)

2) The financial details of the three companies operating in textile industry are given below:

Particulars	A Ltd	B Ltd.	C Ltd.
Sales	90000	80000	110000
Net profit margin	22%	25%	20%
Number of equity shares	6000	5000	8000
Actual market price per share	55	54	40

Using the above data compute the following:

    a)   Earnings per share of each company.

    b)   Estimated fair price of the stock, if Industry price earnings ratio is 15. Also advice the investor, which among the following given stocks are underpriced and overpriced considering their market prices per share. (18.75)

3) Explain the various segments in Shareholding pattern of a company. Increase in institutional stake in the shareholding pattern is considered positive for investment in stock of companies. Do you agree? Explain (18.75)

4) What are the different kind of charts? Do candle stick charts give better signals than the line chart? Explain. (18.75)

5) A Mutual Fund made an issue of 10,00,000 units of ₹10 each on 01.01 2018.No entry load was charged .It made the following investments :

50,000 equity shares of ₹ 100 each @ 160	₹80,00,000
7% Government securities	₹8,00,000
9% Debentures (unlisted)	₹5,00,000
10% Debentures (listed)	₹5,00,000
Total	₹98,00,000

During the year, dividends of ₹ 12, 00,000 were received on equity shares. Interest on all types of debt securities was received as and when due. At the end of the year equity shares and 10% Debentures are quoted at 175% and 90% respectively. Other investments are quoted at par. Find out the Net Asset Value (NAV) per unit given that the operating expenses during the year amounted to ₹ 5, 00,000. Also find out the NAV, if the mutual fund has distributed a dividend of ₹ 1 per unit during the year to the unit holders. (18.75)

6) "Future contracts are improved version of forward contracts." Explain this statement. (18.75)

Duration: 2 Hrs   **Max Marks: 75**

Attempt **ANY FOUR** questions. **All** questions carry equal marks.

Q1. What do you understand by 'Banking Sector Reforms in India'? What are the achievements of and areas of concern in Banking Sector Reforms in India?

Q2. Discuss the Anti-Money Laundering guidelines issued by RBI in India. Also discuss the CIBIL functions in detail.

Q3. Discuss the features, advantages and disadvantages of Internet Banking. It is said that 'security is a concern in Internet Banking'. Discuss how banks are providing internet security while operating online.

Q4. What are the major problems faced by Commercial Banks in India while extending credit to the Agricultural Sector? What initiatives have been taken by the RBI to improve cash flow to the Agricultural sector.

Q5. Define 'Risk'. What are the various types of Business Risks? How 'Insurance' helps business in covering Risk?

Q6. "Insurable Interest is the most fundamental principle of Insurance around which all other principles of Insurance revolve". Explain this statement with reference to other principles of Insurance. Give examples.

Unique Paper Code : 52417608
Name of the Paper   : Fundamentals of Investment
Name of the Course : B.Com (P). (CBCS)
Semester   : VI
Duration   : 02 hours
Maximum Marks   : 75 Marks

Attempt any <u>four</u> Questions. All Questions Carry equal marks.

Q1. "There is no such thing as a risk-free investment." Comment.

There are two securities A & B for which the following data is available:

Probability	R_A (%)	R_B (%)
0.20	25	5
0.50	17	13
0.30	5	25

Calculate the expected risk and return of each security. If an investor having ₹1, 00,000 wishes to invest ₹40,000 in Security A and the balance money in Security B. What will be his expected risk and return of the portfolio?

Q2. Explain the relationship between time to maturity and bond valuation with the help of a diagram.

An investor is considering the purchase of the bond with the face value of ₹1000 with the coupon rate of 12% and maturity period of 5 years. If the investor wants a yield of 14%, What is the maximum price he should be ready to pay for this bond? If the bond is selling for ₹990 What would be his yield?

Q3. "Technical Analysis is based on the hypothesis that the future behavior of the system is determined by its past behavior." Comment on this statement.

Ms. K wants to invest in a company that has just given a current dividend of ₹10 per share. The face value of the share is ₹100. Dividends are expected to grow at 7% for 5 years, at 5% for the next 3 years and at 3% thereafter perpetually. Find out the intrinsic value of the share at the end of 4th year if the required rate of return of Ms. K is 10%.

Q4. Draw a properly labeled graph of the Capital market line (CML) and indicate where you would expect two portfolios viz. one portfolio with 100% funds invested in government treasury bill and the second portfolio with 50% invested in market index and 50% invested in government treasury bill would lie to fall along that line. Explain your reasoning.

Suppose that the Capital Asset Pricing Model holds. The market portfolio has an expected return of 0.14 and a standard deviation of 0.35. The risk free rate is 0.05. How could you construct a portfolio having an expected return of 0.20? What are the beta and standard deviation of this portfolio? What is the risk premium?

Q5. How can financial derivatives be used for risk management in Indian Scenario?

The 3-months call option premium is ₹20 and three months put option premium is ₹30. Assume that the exercise price for both the cases is ₹500, Find out the net payoffs of call option buyer, call option writer, put option buyer and put option writer along with the graph when the spot price of the shares on the exercise day ₹470, ₹490, ₹500, ₹520, ₹530 , ₹550 and ₹600. Also identify breakeven point (B.E.P.) and moneyness status of the option on the graph.

Q6. "Securities and Exchange Board of India (SEBI) is a statutory regulatory body entrusted with the responsibility to regulate the Indian Capital Market and protects the interest of investors." In the light of this statement explain the reforms introduced by SEBI in primary and secondary market in India.

Ms.A expects a return of 14% by investing on her own in equity shares. She is considering a mutual fund scheme which has the issue expenses of 5.2% and is expected to earn a return 16%. How much should be the recurring expenses of mutual fund to provide a return of 14% to Ms. A.

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Unique Paper Code   : 52417606

Name of the Paper   : International Business DSE

Name of the Course   : B.Com, CBCS

Semester   : VI

Time: 2 Hour   Maximum Marks: 75

Instructions for Candidates

1.   Write your Roll No. on the top immediately on receipt of this question paper.
2.   Attempt any **four** questions out of the **six** questions given below.
3.   All questions carry equal marks.
4.   Answers may be written in English or Hindi but the same medium should be followed throughout the paper.

Question 1: Discuss the negative impact of globalization on any two industries in India and describe in detail how to overcome from this negative impact.

Question 2: How does legal and political risk discourage the international business? What steps a firm should take to minimize the legal and political risk.

Question 3: How volatility of exchange rates leads to foreign exchange risk? What are the measures available to describe the foreign exchange markets?

Question 4: "Agreements of WTO harm developing countries like India". Justify the statement in favour and against the argument.

Question 5: Examine the importance of global outsourcing and its associated issues. Also, assess the effect of make or buy decision on it.

Question 6: How international Information technology (IT) services promote international business? What kind of key problem does Indian IT services face in the global operations?

Unique Paper Code   :   52413604
Name of the Paper   :   **Personal Selling and Salesmanship**
Name of the Course   :   **B.Com.**
Semester   :   VI
Duration   :   3 hours
Maximum Marks   :   75 Marks

Instructions for Candidates

Attempt any **four** questions.
All questions carry equal marks

Q.1 '*A Good salesperson can sell a refrigerator to an Eskimo.*'

Is the above statement true in the present context? Give reasons to support

your answer.

Q.2 Why is it important for the salesperson to understand buying motives behind each purchase?

Q. 3 '*It cost five times as much to attract a new customer as it does to keep a current customer satisfied'.* What role can salesperson perform in retaining the current customer?

Q.4 Explain how AIDAS model can be used by the salesperson to guide a prospect through the process of selling.

Q.5 What are the skills required by the salesperson at 'Presentation and Demonstration' stage, to gain customer's confidence?

Q.6 What steps sales manager can take to avoid puffery and misrepresentation in selling.