IEC UNIVERSITY
THE KNOWLEDGE EXPERTS

END SEMESTER EXAMINATION DEC-2022

Programme: B.COM	**Year/Semester: 5th Semester**
Subject: Understanding Human Behaviour	**Max Marks: 100**
Subject Code: B.COM 506	**Duration: 3 hours**

Instructions to candidates:

Section (A) is compulsory.

Section (B) will have eight questions and candidate will attempt any five questions. Each question carries a weightage of 8 marks.

Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks

Section A

Q.1 Attempt all questions **(15 × 2) = 30**

i) Define Organizational Behaviour?
ii) Define Grievances
iii) Define Learning?
iv) Point four features of perception.
v) Father of scientific management is.....
vi) What do you understand by word "chunking" in memory.
vii) List four features of learning
viii) Define Perception?
ix) Define Organizational conflict.
x) List four features of personality.
xi) Define Memory
xii) Name the types of personality
xiii) Define word Amnesia.
xiv) Name the types of conflict.
xv) Define Personality?

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Section B

Q.2 Attempt any five out of given eight. **(5 × 8) = 40**

i) Discuss Psycho Analytical and Trait theory of personality.

ii) Describe the sources of conflict

iii) Discuss the types and process of Grievances

iv) Discuss the features and process of Organizational Behaviour?

v) Explain the process of conflict in detail.

vi) Describe the factors influencing development of personality.

vii) Describe features and process of Perception in detail.

viii) Describe the significance of Organizational Behaviour.

Section C

Q.3 Attempt any two out of given four. **(2 × 15) = 30**

i) Describe Classical Conditioning, Social learning and Operant Conditioning theories of learning.

ii) Define Memory. Also discuss its process and types of memory.

iii) Explain the Maslow and two factor theory of motivation in detail.

iv) Discuss the theories of Organizational Behaviour?

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END SEMESTER EXAMINATION DEC-2022

Programme: BCOM	**Year/Semester:** 3rd /5th
Subject: Basics of Marketing Management	**Max Marks:** 100
Subject Code: BCOM-505	**Duration:** 3 hours. Roll No.

Instructions to candidates:

Section (A) is compulsory.

Section (B) will have eight questions and candidate will attempt any five questions. Each question carries a weightage of 8 marks.

Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks

Section A

Q.1 Attempt all questions *(15 × 2) = 30*

i. Definition of Marketing.
ii. What is Branding?
iii. Definition of Marketing Concept.
iv. What id production concept?
v. Define Marketing Segmentation.
vi. What do you mean by Target Market?
vii. What do mean by niche market?
viii. Who is Marketer?
ix. What is Packaging?
x. What is Marketing Management?
xi. Define 4 P's.
xii. What do you mean by Promotion Mix?
xiii. Define Marketing Environment.
xiv. Define Product.
xv. Explain the meaning of Rebate.

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Section B

Q.2 Attempt any five out of given eight. *(5 × 8) = 40*

a. Explain the scope of marketing?
b. Explain the important of marketing in different stages of economic development?
c. Difference between of Marketing and Selling?
d. Explain the Societal Marketing concept?
e. Explain the objectives of Marketing Management?
f. Explain the Psychographic Segmentation?
g. Explain the components of Internal Marketing Environment in detail.
h. Explain the factors affecting Pricing Decision

Section C

Q.3 Attempt any two out of given four. ***(2 × 15) = 30***

a. Explain the function of Marketing in details.
b. Distinguish between Traditional and Modern Concepts of Marketing.
c. Explain the components of External Marketing Environment in detail.
d. Explain the Packaging policies and strategies.

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END SEMESTER EXAMINATION DEC-2022

Programme: BCOM	**Year/Semester:** 3rd /5th
Subject: Working Capital Management	**Max Marks:** 100
Subject Code: BCOM-504	**Duration:** 3 hours. Roll No.

Instructions to candidates:

Section (A) is compulsory.

Section (B) will have eight questions and candidate will attempt any five questions. Each question carries a weightage of 8 marks.

Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks

Section A

Q.1 Attempt all questions ***(15 × 2) = 30***

a) What do understand by Working Capital?
b) Explain the operating cycle of working capital ?
c) Define motives of Cash management?
d) What is minimum order quantity?
e) Explain the concept of Net working capital?
f) Define meaning of dividend?
g) What is Business cycle?
h) What do you understand by Inventory?
i) What is Temporary Working capital?
j) Explain Permanent Working Capital?
k) What is cash budget?
l) Define Cash.
m) Name the techniques of cash management.
n) Define Profitability.
o) Name the types of marketable securities.

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Section B

Q.2 Attempt any five out of given eight. ***(5 × 8) = 40***

a) Explain the important of adequate working capital.
b) Explain the concept of working capital with its scope.
c) Explain the concept of Excess working capital with its effects.
d) Explain the concept& objectives of inventory management.
e) Discuss Working Capital Cycle.

f) Explain the short term sources of financing the working capital.

g) What is Cash Management? Explain the basic strategy of cash management.

h) What are the advantages of adequate working capital?

Section C

Q.3 Attempt any two out of given four. $(2 \times 15) = 30$

a) Explain the need of sources of financing of working capital.

b) Explain factors determining Working Capital requirement

c) What do you understand by inventory management? Explain the benefits of holding inventory.

d) Explain the Miller- Orr Model of cash Management.

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END SEMESTER EXAMINATION DEC-2022

Programme: BCOM	**Year/Semester: 3rd/5th**
Subject: Forex Management	**Max Marks: 100**
Subject Code: BCOM-503	**Duration: 3 hours. Roll No.**

Instructions to candidates:

- **Section (A) is compulsory.**
- **Section (B) will have eight questions and candidate will attempt any five questions. Each question carries a weightage of 8 marks.**
- **Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks**

Section A

Q.1 Attempt all questions ***(15 × 2) = 30***

a) Definition of Foreign Exchange Exposure.
b) What is Currency Futures?
c) What do you mean by Currency Options.
d) What is Currency Swaps?
e) Define Currency Forwards.
f) What do you mean by Currency Futures Contracts?
g) Give two features of foreign Exchange Market?
h) What is the full form of FERA?
i) What is the full form of FEMA?
j) Foreign Exchange rates in India are determined by: A. Finance Ministry B. RBI C. FEDAI D. Market forces of demand/supply
k) Define Foreign Exchange Market.
l) What do you mean by Fixed rate of exchange?
m) What is Spot rate?
n) What do you mean by Hedging.
o) What is Bid price?

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Section B

Q.2 Attempt any five out of given eight. ***(5 × 8) = 40***

a) Explain the participants of Foreign Exchange Market?
b) Explain the factors affecting foreign exchange market?
c) Difference between Currency Forwards and Currency Futures Contracts.
d) Explain the features of FERA.
e) Give the points of similarities between FERA and FEMA.
f) Explain the features of foreign exchange market?
g) Difference between future and forward contracts?
h) Difference between FERA & FEMA.

Section C

Q.3 Attempt any two out of given four. ***(2 × 15) = 30***

a. Explain the concept and features of LERMS ?
b. Explain the following:
   1. Direct Quotation
   2. Indirect Quotation
   3. Current account
   4. Capital Account
c. Explain the important provisions of FERA and FEMA.
d. Explain International Monetary Systems and exchange rates determination theories.

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END SEMESTER EXAMINATION DECEMBER – 2022

Programme: B. Com	**Year/Semester: 3/5**
Subject: Management Accounting	**Max Marks: 100**
Subject Code: B.COM_502	**Duration: 3 hrs.**

Instruction to candidates:

Section (A) is compulsory.

Section (B) will have eight questions and candidate will attempt any five questions. Each Question carries a weightage of 8 marks.

Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks

Section A

Q.1 Attempt all questions **(15 × 2) = 30**

1) Define Absorption Costing.
2) The purpose of management accounting is to
   (a) help banks make decisions (b) Past orientation
   (c) help investors make decisions (d) help managers make decisions
3) When there is only one type of labour is used the Labour Cost Variance=?
4) The difference between actual cost & standard cost is _____.
5) Fixed cost is also referred to as _____ in the marginal costing technique.
   (a) Total Cost (b) Product Cost (c) Period I Cost (d) None of the above.
6) Write any one advantage of standard costing.
7) Contribution=?
8) Under marginal costing, the stock is valued at _____.
9) Write any one advantage of responsibility accounting.
10) Full form of EVA ?
11) Return on investment ROI=?
12) Define profit centre.
13) Full form of CVP
14) Whivh of the following assumptions are made while calculating marginal cost?
    a) Total fixed cost is constant at all levels of output.

b) Total variable cost varies according to the volume of output.
c) All elements of cost can be decided into fixed and variable components.
d) All of the above.

15)BEA Stands for _____?

Section B

Q.2 Attempt any four out of given six **(5 × 8) = 40**

1) Explain the essential features of responsibility accounting.
2) Define Break Even Analysis in detail.
3) Differentiate between cost accounting & management accounting .
4) Calculate material variance from the following information:-
   SQ=40kg SP= Rs 10 per kg
   AQ=48 kg AP=Rs 12 per kg
5) Define a) contribution b) Profit volume ratio c) CVP Analysis
6) Define marginal costing.
7) Define profit centre responsibility accounting
8) Calculate P/V Ratio from the following:-
   (a) Sales Rs 80,000 Variable Cost Rs 60,000
   (b) Sales Rs 1,00,000 Fixed Cost Rs 30,000 Profit Rs 20,000

Section C

Q.3 Attempt any two out of given four **(2× 15) = 30**

1) Describe transfer pricing in detail.
2) Define management accounting and it's nature.
3) Define marginal costing in detail.
4) Define advantages & disadvantages of management accounting.

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END SEMESTER EXAMINATION DECEMBER – 2022

Programme: B. Com	**Year/Semester: 3/5**
Subject: Indian Financial System	**Max Marks: 100**
Subject Code: B.com-501	**Duration: 3 hrs.**

Instruction to candidates:

Section (A) is compulsory.

Section (B) will have eight questions and candidate will attempt any five questions. Each Question carries a weightage of 8 marks.

Section (C) will have four questions and candidate will attempt any two questions. Each question carries a weightage of 15 marks

Section A

Q.1 Attempt all question **(15 * 2) = 30**

1) *Difference between equity shares & preference shares.*
2) *What are debentures?*
3) *Difference between equity shares & preference shares.*
4) *What are debentures?*
5) *Fill in the banks of the following*
   (a) Gilt securities are _____ securities.

   (b) _____ market is also known as security market.

6) *What is financial service.*
7) *Define factoring.*
8) *Period of notice money is for _____ days.*
9) *Fee based services are also known as _____ services.*

10) (a) SEBI stands for _____.
(b) DFIs stands for _____.
11) Money market deals with _____ term money requirement.
12) _____is the central banking authority in India.
13) _____ lease contracts are usually non-cancellable.
14) The process of selling trade debts of a client to a financial intermediary is called as _____.
15) Define leasing.

Section B

Q.2 Attempt any five out of given eight **(5 * 8) = 40**

1) What is merchant banking also defining its objective.
2) Difference between factoring & forfaiting.
3) Define NABARD & IDBI (Industrial Development Bank of India)
4) Define roles & functions of RBI.
5) Define financial institution.
6) Define Narasimham Committee on Financial system in 1991.
7) Write any four types of leasing.
8) Difference between leasing & hire purchase.

Section C

Q.3 Attempt any two out of given four. **(15 * 2) = 30**

1) Define mutual funds & its various types.
2) Discuss in detail the concept of factoring.
3) What is financial service? Explain its types
4) Elaborate the four components of financial system in detail.