

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA – GOA**

**B.COM. CBCS (SEMESTER-IV) Intra Semester Assessment (ISA-I)-Test FEBRUARY 2024  
ACCOUNTING FOR SERVICE ORGANIZATION**

**Time: 30 Minutes**

**Marks: 10**

**Q) From the following information you are required to prepare Profit and Loss Account of PBJ Bank for the year ended 31<sup>st</sup> March 2018 under the provisions of the Act applicable thereto. (10 Marks)**

	₹ ('000)		₹ ('000)
Interest on Cash credit	1300	Postage , Telegram and Telephone	4
Interest on loans	1500	Sundry Charges	5
Interest on Overdrafts	230	Advertisement and Publicity	4
Discount on bills discounted	950	Directors Fees	12
Interest on savings deposit	495	Printing and Stationery	2
Interest on fixed deposit	1150	Law Charges	4
Commission, Exchange, brokerage	30	Payment to employees	230
Rent, Taxes, lighting	40	Locker rent	2
Auditors Fees	3	Transfer Fees	3
Depreciation on Bank Property	15		

Additional Information:

- i) Rebate on bills discounted ₹2,50,000/-
- ii) Transfer to Statutory Reserve 25%.

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA – GOA**

**B.COM. CBCS (SEMESTER-IV) Intra Semester Assessment (ISA-I)-Test FEBRUARY 2024  
BUSINESS ENVIRONMENT - II**

**Time: 30 Minutes**

**Marks: 10**

---

**Q. 1 (A) What is economic environment of business? (2x1=2)**

**OR**

**(A) What is Demonetization? (2x1=2)**

**(B) Short notes, Any Two: - (4x2=8)**

- (i) Components of economic environment of business.
- (ii) Features of capitalist economy.
- (iii) Objectives of monetary policy.
- (iv) Measures to eradicate unemployment in India.

---

GOA VIDYAPRASARAK MANDAL's  
**GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS,**  
**FARMAGUDI, PONDA, GOA**  
**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-1) TEST,**  
**FEBRUARY 2024**  
**BUSINESS LAW**

**Duration: 30 minutes**

**Marks: 10**

---

**I) ANSWER ANY ONE FROM THE BELOW GIVEN QUESTIONS. (1 x 5 = 5)**

1. Define the term "Company". What are the characteristics of a Company?
2. What are the different kinds of companies that may be promoted and registered under the Companies Act, 2013? Write any 5.
3. "The process of formation of a Company may be divided into four stages." Comment and explain.

---

**II) ANSWER ANY TWO FROM THE BELOW GIVEN QUESTIONS. (2 x 2.5 = 5)**

1. Write a short note on the concept of "Lifting the Corporate Veil."
2. Define the term Promoter under the Companies Act, 2013 and comment on the promoter's legal position in the company.
3. What is a Private Company under the Companies Act, 2013"

---

---

Goa Vidyaprasarak Mandal's  
**GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE & ECONOMICS,**  
**FARMAGUDI, PONDA-GOA**  
**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-1) TEST**  
**COMPUTER APPLICATIONS FOR BUSINESS - II**

**Duration: 30 minutes**

**Marks: 10**

---

Q) Answer any **FIVE** from the following:

Q.1. How is traditional commerce different from e-commerce? Explain. (2)

Q.2. State the types of E-Commerce. Give examples of each category. (2)

Q.3. Explain how use of e-commerce can help to increase the customer base for an organization. (2)

Q.4. State any four benefits of EDI. (2)

Q.5. What is meant by EDI standards. (2)

Q.6. State True or False. Justify your answer. (2)

- i) E-commerce helps to improve sales.
- ii) E-commerce provides 24x7 support.

---

---

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA – GOA**  
**B.COM. CBCS (SEMESTER-IV) Intra Semester Assessment (ISA-I)-Test FEBRUARY 2024**  
**E-COMMERCE AND E-ACCOUNTING**

**Time: 30 Minutes**

**Marks: 10**

---

**Instructions: All questions are compulsory**

**Q 1) a) What is E - Commerce? (2 Marks)**

**OR**

**b) Explain the term Electronic Market**

**Q 2) a) Write a short note on components of E - Commerce. (3 Marks)**

**OR**

**b) Explain the following terms:**

- i) C2C
- ii) B2C
- iii) C2G

**Q 3) a) State & explain any five limitations of E-Commerce. (5 Marks)**

**OR**

**b) Explain the various ways by which an E-Commerce business can earn revenue.**

---

---

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA – GOA**  
**B.COM. CBCS (SEMESTER-IV) Intra Semester Assessment (ISA-I)-Test FEBRUARY 2024**  
**FINANCIAL MANAGEMENT**

**Time: 30 Minutes**

**Marks: 10**

Q.1) Answer any **five** questions from the following. **(5×2=10 Marks)**

- a) Difference between Profit Maximization and Wealth Maximization
- b) State any four objectives of Financial Management
- c) Short note on Merchandise Trade Flows
- d) Explain any two responsibilities performed by Financial Manager
- e) Explain any two Forms of International Financial Flows
- f) Note on importance of International Financial Management
- g) Short note on FDI

---

---

**Goa Vidyaprasarak Mandal's**  
**GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND**  
**ECONOMICS FARMAGUDI, PONDA –GOA**  
**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-I) TEST,**  
**FEBRUARY 2024**  
**FUNDAMENTALS OF INVESTMENT**

**Duration: 30 minutes**

**Marks: 10**

---

**INSTRUCTIONS:** 1. Answer ANY FIVE from **Question No.1. to Question No.6.**  
2. Figures to the right indicate marks.

Q1. Explain in brief any two types of Mutual Funds.	<b>(2 Marks)</b>
Q2. Outline the role of the Depository.	<b>(2 Marks)</b>
Q3. Explain the term 'Security Analysis' in Investment Decision Process.	<b>(2 Marks)</b>
Q4. Explain in brief any two types of Debt Investments.	<b>(2 Marks)</b>
Q5. Outline any two functions of the Stock Exchange.	<b>(2 Marks)</b>
Q6. Explain the following terms. a) Primary Market b) Secondary Market	<b>(2 Marks)</b>

---

---

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA –GOA**

**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-I) TEST, FEBRUARY 2024  
INCOME TAX (DIRECT TAX)**

**Duration: 30 minutes**

**Marks: 10**

---

Instructions:

1. All questions are compulsory
2. Questions are based on The Income Tax Act (Assessment year 2023-24).
3. Figures to the right indicate maximum marks.

**Q1. Explain the following terms (ANY TWO) (4 Marks)**

- a. Gross Total Income
- b. Permanent Account Number
- c. Previous Year

**Q2. Siya Desai, a person of Indian origin, who stays in London, came to India on a visit and stayed here during 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 for 194, 60, 184, 90 and 190 days respectively. Determine her residential status for AY 2023-24. (4 marks)**

**Q3. State the category of “Person”, for the following assessees: (2 marks)**

- i) Sweet & Sour Limited, Kundaim.
- ii) Mr. Arish, a practicing lawyer
- iii) Pune University
- iv) Ashiana Housing Co-operative Society, Ponda.

---

---

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA – GOA**

**B.COM. CBCS (SEMESTER-IV) Intra Semester Assessment (ISA-I)-Test FEBRUARY 2024  
INDIAN ECONOMY**

**Time: 30 Minutes**

**Marks: 10**

---

**Q.1) Answer any two from the following – (5 marks each )**

- a) Define the terms development & underdevelopment.
- b) Briefly explain any **two measures** of development & underdevelopment.
- c) Distinguish between Economic Growth & Economic Development.

---

**Goa Vidyaprasarak Mandal's**  
**GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS**  
**FARMAGUDI, PONDA-GOA**  
**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-I) TEST,**  
**FEBRUARY, 2024**  
**MASS COMMUNICATION**

**Duration: 30minutes**

**Marks: 10**

---

Q.1) Answer **ANY TWO** of the following questions: **(04 marks)**

- a) Define the term mass communication.
- b) Explain the functions of communication.
- c) Write a short note on nonverbal communication.
- d) Explain any one model of communication.

Q.2) Explain in detail the process of human communication. **(06 marks)**

---

---

**Goa Vidyaprasarak Mandal's  
GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND ECONOMICS  
FARMAGUDI, PONDA-GOA**

**B.COM. CBCS (SEMESTER-IV) INTRA SEMESTER ASSESSMENT (ISA-I) TEST,  
FEBRUARY 2024**

**SALESMANSHIP AND SALES MANAGEMENT**

**Duration: 30minutes**

**Marks: 10**

---

**Instructions:** Answer any **FIVE** questions from **Q.1 to Q.6**

- Q.1 Define and Explain the concept of Salesmanship. (2)**
- Q.2 Explain the importance of Salesmanship to the Manufacturers. (2)**
- Q.3 Write a note on Mental Qualities. (ANY TWO) (2)**
- Q.4 Write a note on Physical Qualities. (ANY TWO) (2)**
- Q.5 Explain the steps involved in the Selling Process. (2)**
- Q.6 Distinguish between Sales and Marketing. (2)**

---

---