



GOA UNIVERSITY

B.Com. (NEP) (Semester - V)

Subject Name: **BANKING AND FINANCIAL SERVICES (CBF)**

Paper Title: **BANK MANAGEMENT**

Paper Code: **CBF - 301**

Duration: **2:00 Hours**

Total Marks: **80 MARKS**

- Instructions:**
- i) All questions are compulsory
 - ii) Figure to the right indicates full Marks for the respective Question/Sub-Question.
 - iii) Internal choice is available from Question Number 2 to Question Number 5.
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Q.1) Answer the following question in short.

(2 × 8 = 16 marks)

1. Write a brief note on the Asset Liability Committees.
2. What is Net Interest Income (NII)?
3. What is the meaning of Treasury Operations?
4. What is the Return on Funds in Banks?
5. Explain the term Paid-Up Capital in Banks.
6. What are CASA deposits?
7. Enlist the Source of Market Risks in the Banks.
8. State any four Risk Control tools in Banks.

Q. 2) A) Write the meaning of ALM along with its significance in Banking.

(12 Marks)

OR

B) Elaborate key aspects of ALM as Co-ordinated Balance Sheet Management.

(12 Marks)

C) Write a short note on the components of the Asset side of the Bank Balance Sheet.

(04 Marks)

Q.3) A) Enumerate the components of Non-Deposit and analyze their significance as Sources that contribute to the Bank's Funds.

(12 Marks)

B) Write a short note on Pricing of Deposits.

(04 Marks)

OR

C) Discuss various types of Retail Asset products.

(04 Marks)

Q.4) A) What is Credit Policy? Describe the various contents of the Credit Policy of Banks. (12 Marks)

B) Elaborate on the Prudential Norms in Banks. (04 Marks)

OR

C) Differentiate the various classifications of Investments in Banks. (04 Marks)

Q. 5) A) Elaborate on how Basel III norms represent a significant strengthening of banking Regulation over Basel I and Basel II. (12 Marks)

B) Write any four Risk Measurement methods. (04 Marks)

OR

C) Discuss any two types of Risks in the Banks. (04 Marks)



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Cost Accounting

Paper Title: **Cost and Management Audit (VET)**

Paper Code: CCA-321

Duration: **2:00 Hours**

Total Marks: **80 Marks**

Instructions:

- i. All questions are compulsory.
- ii. Answer sub-questions of Q.1 not more than 50 words each.
- iii. Questions carrying 04 Marks should be answered in not more than 100 words each.
- iv. Questions carrying 12 Marks should be answered in not more than 400 words each.
- v. Figures to the right indicate marks to questions/sub-questions.
- vi. Start each question on a fresh page.

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- Q. 1. Answer the following. (2x 8=16)**
- I. What is an Efficiency Audit?
 - II. State any two limitations of Cost Audit.
 - III. Mention the books of accounts to be maintained under the Companies Act, 2013.
 - IV. State the status of a cost auditor under the Companies Act, 2013.
 - V. What is meant by familiarization with the industry in Cost Audit?
 - VI. State the purpose of the Cost Accounting Records Rules.
 - VII. Mention any two objectives of Management Audit.
 - VIII. Name any two users of Management Audit.
- Q. 2. A Describe the objectives of a Cost Audit. 12**
- OR**
- Q. 2. B Explain how the cost audit serves as an aid to management. 12**
- Q. 2. C Explain the term Value for Money audit. 4**
- Q. 3. A A cost auditor is denied access to certain cost records. Apply the rights of a cost auditor to decide what action can be taken as per the provisions laid down under the companies Act, 2013. 12**
- Q. 3. B In XV Ltd., the management puts pressure on the cost auditor to modify the audit report to show higher efficiency levels in production. If you were an appointed cost auditor, what would be your line of actions? Support your answer while quoting the Professional Ethics and Code of Conduct prescribed for a cost auditor. 4**

Q.3.C	Mr. A, a Cost Accountant in practice, has applied to be appointed as a cost auditor for ABC Ltd. However, Mr. A is also a part-time director in a private company. Comment, whether Mr. A is eligible for such an appointment as per the relevant provisions of the Companies Act, 2013.	4
Q. 4. A.	Examine how the Cost Accounting Record Rules guide the maintenance of raw materials with suitable real-world examples.	12
Q. 4. B.	Imagine yourself to be an appointed cost auditor for a public limited company. What are the various types of Cost Audit Reports you may prepare? Explain in brief.	4
OR		
Q. 4. C.	Explain the Follow-up actions taken after the cost audit report is submitted with an example.	4
Q. 5. A.	Analyse the role of a Management Auditor of a public limited company and his functions in effectively managing the affairs of the company.	12
Q. 5. B.	Justify the need for a Management Audit in an organisation.	4
OR		
Q. 5. C.	Evaluate the factors affecting the Corporate Image of a company	4



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Commerce Major

Paper Title: Direct Tax I

Paper Code: COM-302

Duration: 2:00 Hours

Total Marks: 80

- Instructions: i) All questions are compulsory.
ii) Q. No. 2 to Q. No. 5 have internal choice.
iii) Figures to the right indicate marks allotted.
iv) All questions need to be answered with reference to provisions of Income Tax Act, 1961 relevant to Assessment Year 2025-26.

Q.1] Answer the following:

[8 x 2 = 16]

- State any two entities that are included in the definition of 'company' u/s 2(17).
- Name the heads of income that are aggregated to calculate 'Gross Total Income' u/s 80B(5).
- State any two types of payments that are considered as 'Profits in lieu of salary' u/s 17(3).
- Outline the deduction for Profession Tax u/s 16(ii).
- What is 'municipal value' under income from house property?
- State the provisions for 'unrealised rent received subsequently' under income from house property.
- Which are the amounts not deductible u/s 58 under income from other sources? (any 2)
- State the deduction in case of interest on compensation u/s 57 under income from other sources.

[12]

Q.2 A] Mrs. Shilpa, suffering from 60% blindness, who works as a government employee furnishes the following particulars of her income for the year ending on 31st March, 2025:

Basic salary Rs. 42,750 per month

Dearness Allowance 52% of basic.

Compensation received for modification of terms of employment Rs. 1,00,000.

Employee's contribution towards Statutory Provident Fund Rs. 89,000.

Entertainment Allowance granted Rs. 1,500 p.m. (utilized Rs. 1,000 p.m.)

Transport Allowance Rs. 3,600 per month (utilized Rs. 2,900 per month).

House Rent Allowance granted Rs. 4,500 p.m. (HRA exempt being Rs. 30,000).

Children Hostel Expenditure Allowance Rs. 410 p.m. for two children.

Employer reimbursed expenditure of Rs. 18,000 incurred by the assessee for her own medical treatment in a private hospital.

She was provided with a car for personal as well as official use. The perquisite value of which came to Rs. 24,920.

Professional tax paid by the employer during the year Rs. 2,400.

Compute her income from Salaries for the Assessment Year 2025-26 if she has opted for old tax regime.

OR

Page 1 of 4

X8Y2BC5CDX8Y2BC5CDX8Y2BC5CDX8Y2BC5CD

[12]

B] Mr. Vinit is employed in Softcon Systems Ltd. During the Previous Year 2024-25, he receives the following amounts:

Basic Salary Rs. 3,00,000.

Dearness Allowance 10% of Basic Salary (forms part of salary for computing retirement benefits).

Commission @ 1.5% of turnover achieved by him (turnover achieved by him during 2024-25 is Rs. 12,00,000).

Bonus received equal to 20% of basic salary.

Conveyance Allowance Rs. 5,000, of which only 60% is spent for official purpose.

Entertainment Allowance Rs. 500 per month, actual amount spent by him on entertainment being Rs. 400 per month.

Hostel expenditure allowance for 2 children @ Rs. 350 per month per child.

Leave Travel Concession Rs. 26,000. (Actual amount spent by him on travelling is Rs. 22,400).

House Rent Allowance received Rs. 30,000 for the year. He resides in Mumbai and pays a rent of Rs. 3,000 p.m.

Professional Tax paid by him Rs. 200 per month.

Employer contributes an amount equal to 14% of his salary towards his Recognised Provident Fund.

Interest credited to his Recognised Provident Fund @ 9.5% is Rs. 13,500.

Compute his income from Salaries for the Assessment Year 2025-26 under new tax regime.

[4]

C] Ms. Lulu, an American citizen, got married to an Indian citizen in USA on 5th March, 2024 and came to India for the first time on 16th March, 2024. She left for USA on 25th September, 2024.

Interpret her residential status for the Assessment Year 2025-26.

[12]

Q3. A] Following particulars of the income of Mr. Narayan for the Assessment Year 2025-26 are given to you:

- Salary from employment in Bangalore, received abroad Rs. 6,20,000.
- Interest on Japan Government Bonds (1/4 received in India) Rs. 80,000.
- Income from agriculture in Bangladesh Rs. 85,000 received abroad.
- Dividend on shares of foreign company Rs. 20,000 received in India.
- Income from business in South Africa, controlled from Goa Rs. 2,60,000, of which Rs. 80,000 was received in India.
- Royalty from Government of India (received outside India) Rs. 72,000.
- Income from business in Chennai, managed from outside India Rs. 81,000.
- Income from agriculture in India Rs. 28,000.
- Past untaxed profit of 2022-23 earned abroad brought to India in 2024-25 Rs. 35,000.

Ascertain his total income if he is:

- i) Resident but Not Ordinarily Resident ii) Non-Resident

[4]

B] Mrs. Masoom is employed with NEP Ltd., Mumbai from 1st July 2024. She is paid salary of Rs. 50,000 per month and is granted House Rent Allowance of Rs. 12,000 per month. She pays rent of Rs. 13,000 per month.

Calculate the amount of House Rent Allowance exempt u/s 10(13A) for the Assessment Year 2025-26 under old tax regime.

OR

[4]

C] Mr. Rambharose, employee of State Government, gives the following details of his salary for the Previous Year 2024-25:

1. Basic Salary – Rs. 7,00,000
2. Dearness Allowance (forming part of retirement benefits) – Rs. 3,78,000
3. Entertainment Allowance received – Rs. 20,000
4. Professional Tax paid – Rs. 2,400

Apply the conditions u/s 16(ii) to ascertain the deduction available to him for entertainment allowance under old tax regime.

[12]

Q.4 A] Mr. Mrunal, a resident individual, 56 years of age provides the following information of the house properties owned by him for the Previous Year ended 31st March 2025.

Particulars	House No I	House No II
Nature of Occupation	Let out	Self-occupied
	Rs.	Rs.
Fair Rental Value	5,50,000	8,25,000
Municipal Value	6,00,000	7,30,000
Standard Rent	4,50,000	-
Annual Rent	4,80,000	-
Municipal Taxes paid by the owner	2%	2.5%
Unrealised rent of 2024-25 (all conditions under Rule 4 satisfied)	20,000	-
Vacancy Period	1 months	-
Interest on borrowed capital for construction	10,000	2,04,000
Fire insurance premium for the property	4,000	6,000
House Repairs	15,000	-
Loan borrowed for construction of the house in the year	2014	2020

Determine his income from House Property for Assessment Year 2025-26 under the new tax regime.

[4]

B] Mrs. Gulnar has received the following cash gifts during the Previous Year 2024-25:

- | | |
|--|----------|
| | Rs. |
| i) From elder sister's friends | 45,000 |
| ii) From her mother's cousin brother in contemplation of his death | 1,50,000 |
| iii) Under will of her father's close friend | 51,000 |
- Ascertain the amount of gifts chargeable to tax for the Assessment Year 2025-26.

OR

[4]

C] Ms. Kavita received the following immovable properties during the Previous Year 2024-25:

1. A building received under inheritance from her grandmother. SDV – Rs. 20,00,000.
2. A bungalow received from her neighbour without consideration. SDV – Rs. 9,00,000.
3. Agricultural land gifted by his friend. SDV – Rs. 48,000.

Ascertain the taxable amount under the head income from Other Sources in respect of above immovable properties.

[12]

Q.5 A) Mrs. Pallavi, a resident in India, aged 46 years, gives you the following details of her income earned during the Previous Year 2024-25.

1. Royalty received from publishing a book in India (literary in nature) Rs. 2,50,000.
2. Interest from Savings Bank Account in Central Bank of India Rs. 10,500.
3. Interest on fixed deposits with Central Bank of India Rs. 18,500 (Net after TDS of Rs. 2,500).
4. Winnings from newspaper quizzes Rs. 8,400.
5. Hire charges from machinery Rs. 1,25,000. Amount spent for repairs and insurance of the machinery Rs. 7,500.
6. Dividend from foreign company received in India Rs. 6,400.
7. Family pension received from Central Government Rs. 8,000 p.m.
8. Income Tax refund (including interest Rs. 720) Rs. 8,640.

Determine her income from Other Sources for Assessment Year 2025-26 under the new tax regime.

[4]

B) Mr. Ankur owns a house in Mumbai which is let out. The following details are given for the Previous Year 2024-25:

- Annual Rent receivable for the year – Rs. 3,00,000
- Out of this, a tenant did not pay the last 4 months rent (Rs. 1,00,000).
- Mr. Ankur has already initiated legal proceedings against the tenant, and the tenant has vacated the property in March 2025.
- The tenant is not occupying any other property of Mr. Ankur during the year.
- Municipal Taxes paid by the owner – Rs. 24,000

Express the conditions under Rule 4 of the Income-tax Rules and see if they are satisfied to claim deduction for unrealised rent.

OR

[4]

C) Mr. Kendre owns a self-occupied house property for which the following details are available for the Previous Year 2024-25:

1. Municipal Value – Rs. 1,85,000
2. Municipal Taxes paid – Rs. 12,000
3. Interest on borrowed capital for construction of house property (loan taken in 2020 and construction completed in January 2023) – Rs. 1,75,000.
4. Total pre-construction interest as on 31st March 2022 – Rs. 1,40,000.

Determine his income from House Property for the Assessment Year 2025-26 under old tax regime and the new tax regime.



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: **BANKING AND FINANCIAL SERVICES**

Paper Title: **FINANCIAL SERVICES**

Paper Code: **CBF302**

Duration: **2:00 Hours**

Total Marks: **80**

- Instructions:**
- i) All Questions are Compulsory, However internal choice is available
 - ii) Figures to the right indicate full marks.
 - iii) Questions of 12 Marks to be answered in not more than 400 words.
 - iv) Questions of 04 Marks to be answered in not more than 100 words.
-

- Q 1** Answer any Eight from the following: **16 Marks**
- i) State any two problems of Financial Service sector in India.
 - ii) State any two Fund based Financial Services.
 - iii) What is Dematerialisation?
 - iv) What is a Scheme in Mutual Funds?
 - v) What is Operating Lease?
 - vi) What is the meaning of Venture Capital?
 - vii) State any two features of Factoring?
 - viii) State any two issues in Securitisation.
 - ix) What is Credit Rating?
 - x) What is Load in Mutual Fund?
- Q 2 A** Explain the importance of Financial Services in promoting Economic Development. **12 Marks**
- OR**
- B** Classify Financial Services and describe the role of each category plays in supporting business needs. **12 Marks**
- C** What are the advantages of investing in Mutual Fund? **04 Marks**
- Q 3 A** A Mutual Fund functions through a well defined structure that ensures transparency and investor protection. Explain the role of each participant in the structure of Mutual fund. **12 Marks**
- B** A 50 year old investor prefers regular income and capital appreciation. Recommend appropriate Mutual Fund Scheme and justify your answer. **04 Marks**
- OR**
- C** You are a Finance Executive in a listed Company planning to issue bonus shares. Explain how the Depository system facilitates corporate actions **04 Marks**
- Q 4 A** "Leasing is called 100% Off Balance Sheet Financing". Explain. **12 Marks**

B Two Young Entrepreneurs have a strong business idea but no collateral for a bank loan. Explain why Venture Capital Financing is suitable in this case. 04 Marks

OR

C Factoring and Forfaiting are alternative sources of financing receivables. Explain how both differ from each other. 04 Marks

Q 5 A "Securitisation transforms illiquid assets into marketable securities". Analyse this statement by explaining each stage of securitisation and its impact on Liquidity, Risk and Profitability. 12 Marks

B A Bank is considering lending ₹ 10 crores to a manufacturing company. Explain how Credit Rating reports assist the bank in assessing the borrowers credit worthiness and reducing default risk. 04 Marks

OR

C Evaluate the role of CRISIL in the Indian Financial Service Sector. 04 Marks



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)
Subject Name: Business management

Paper Title: Human Resource Management

Paper Code: CBM-301

Duration: 2:00 Hours

Total Marks: 80

Instructions:

1. All questions are compulsory
2. Internal Choice is available from Q. No.2 to Q. No.5
3. Answer questions carrying four marks in not more than 100 words
4. Answer questions carrying twelve marks in not more than 400 words
5. Figures to the right indicate maximum marks

Q1. Answer all the questions in not more than 50 words:	8x2=16
i. What do you mean by Human Resource Management?	02
ii. Recall and write about job design?	02
iii. What is employee training?	02
iv. How will you explain transfer of employees?	02
v. What is the meaning of labour welfare?	02
vi. What is the meaning of employee retention?	02
vii. What do you mean by Business Process Outsourcing?	02
viii. What is the concept of Quality of Work Life?	02
Q2.A. Explain the various steps involved in the selection of an employee.	12
OR	
Q2.B. Summarize the steps involved in Human Resource Planning.	12
Q2.C. Interpret the concept of placement.	04
Q3.A. Apply your knowledge about employee training and explain any four training methods.	12
Q3.B. A company wants to do performance appraisal of their employees. Explain how the company can do this using any 2 methods.	04
OR	
Q3.C. Interpret the concept of employee counselling at workplace.	04
Q4.A. As a HR manager, explain the methods you will use to retain employees in your company.	12
Q4.B. Suppose you are a factory manager facing frequent absenteeism among workers. Suggest any two measures to reduce labour absenteeism.	04
OR	
Q4.C. As a HR manager what welfare measures you will provide to the employees under the Factories Act and Workmen's Compensation Act.	04

- Q5.A. The operating cost of running the departments is found to be very high in a company. In this situation, evaluate the need for business process outsourcing. 12
- Q5.B. "Talent management not only attracts the best talent but also helps in retaining and developing them." With reference to this, Explain the benefits of talent management. 04
- OR**
- Q5.C. Identify the disadvantages of moonlighting in the case of an employee who works in organisation on regular timing and also runs private office late evening and on holidays. 04



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Commerce

Paper Title: **INDIAN ECONOMY**

Paper Code: **COM-300**

Duration: **2:00** Hours

Total Marks: **80**

- Instructions:**
- i) All questions are compulsory. However, internal choice is provided.
 - ii) Answer questions in Question No. 1 in approximately 50 words.
 - iii) Answer Medium questions in approximately 100 words.
 - iv) Answer long questions in approximately 400 words.

Q1 Answer the Following questions:

8x2 Marks=16 Marks

1. Describe the concept of the Gene Revolution.
2. Outline the role of the health sector in India.
3. Distinguish between economic growth and development.
4. Describe the concept of Industry 4.0.
5. State the role of Indigenous bankers in the provision of agricultural credit.
6. Describe the size of the population in India.
7. Define MSMEs.
8. State any two objectives of the Make in India policy.

Q2 A. Explain the causes of migration in India.

12 Marks

OR

B. Illustrate the sectoral composition of GDP in India.

12 Marks

C. Interpret the value and rank of India in HDI.

04 Marks

Q3 A. Examine the significance of agriculture in the Indian economy.

12 Marks

B. Analyse the role of the central government in providing agricultural finance in India.

04 Marks

OR

C. Illustrate the importance of E-NAM and regulated markets in improving agricultural marketing in India.

04 Marks

Q4 A. Assess the role of Micro Small and Medium Enterprises (MSMEs) in India.

12 Marks

B. Explain any two features of Industrial Policy Resolution (IPR)-1956.

04 Marks

OR

C. Explain any two achievements of the Industrial sector in India.

04 Marks

Q.5 A. Assess the role of the services sector in India.

12 Marks

B. Describe the composition of imports in India.

04 Marks

OR

C. Examine the role of the energy sector in India.

04 Marks



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Banking and Financial Services

Paper Title: Marketing of Financial Services (VET)

Paper Code: CBF-321

Duration: 2:00 Hours

Total Marks: 80

Instructions:

- i) All questions are compulsory, however internal choice is available.
- ii) Figures to the right indicate full marks.

Q1. Answer the following:

(8x2=16)

- a) What is Market segmentation?
- b) Briefly explain the significance of B2B marketing.
- c) What is the scope of marketing of services?
- d) List the 7 P's of service marketing mix.
- e) Define the concept of distribution in banking services.
- f) What is Bancassurance?
- g) List any four key players of mutual funds in India.
- h) Name any four non-life insurance products.

Q 2. A. Explain in detail the types of financial markets in India.

(12)

OR

Q 2. B. Describe the various types of promotional strategies used by companies for promoting their products or services.

(12)

Q 2. C. Explain the different methods of market research.

(04)

Q3. A. Discuss the significance of Customer Relation Management in service marketing.

(12)

Q 3.B. Illustrate the different channels of distribution in service industry.

(04)

OR

Q 3.C. Explain the role of managing people for service advantage.

(04)

Q 4.A. Critically examine the different types of loans offered by banks for its customers. (12)

Q 4.B. Describe the role of physical environment in building bank's brand image. (04)

OR

Q 4.C. Discuss the significance of customer retention in the banking sector. (04)

Q 5.A. Analyse the different marketing strategies adopted by insurance sector in India. (12)

Q 5.B. Explain the concept of pension funds with appropriate examples. (04)

OR

Q 5.C. Briefly describe the mutual funds in India. (04)



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Principles and Practice of Auditing (VET)

Paper Title: Principles and Practice of Auditing

Paper Code: CFA-321

Duration: 2:00 Hours

Total Marks: 80

- Instructions:**
- i) All Questions are Compulsory.
 - ii) Figures to the right indicate maximum marks allotted to questions/sub-questions.
 - iii) Answer all 2 marks questions in not more than 50 words, 4 marks questions in not more than 100 words, 12 marks questions in not more than 400 words.

- Q1)** Answer the following (2*8 = 16 marks)
- a. Define auditing.
 - b. List any four qualities of an auditor.
 - c. What is vouching?
 - d. Give any two points of significance of internal audit.
 - e. What is the qualification for appointment of individual auditor?
 - f. List any four contents of audit report.
 - g. Give any two benefits of forensic audit.
 - h. What is Peer review?
- Q2A)** Explain the secondary objective of auditing with reference to prevention and detection of errors and frauds. 12 marks
- OR**
- B)** Explain the methods of obtaining audit evidence. 12 marks
- C)** Summarize an Audit notebook. 04 marks
- Q3A)** You are asked to evaluate the internal control system of a medium-sized manufacturing firm. Identify the methods you would use to evaluate the internal control system of the firm. 12 marks
- B)** You are auditing Moonlight Ltd., and you notice that a large portion of the debtor's balances is overdue. What audit procedures would you apply to verify the debtors? 04 marks
- OR**
- C)** Draw a difference between vouching and verification. (Any four points) 04 marks
- Q4A)** Evaluate the procedures followed in the appointment of auditors for private companies. 12 marks
- B)** In MG Pvt. Ltd., the first auditor was appointed by the Board of Directors. Determine who is responsible for fixing the auditor's remuneration in this case, and what does such remuneration include? 04 marks
- OR**
- C)** Categorise and explain any two types of audit reports. 04 marks

Q5A) Analyse the general considerations in audit of Co-operative Societies. 12 marks

B) Illustrate the applicability of tax audit for business and professionals. 04 marks

OR

C) Examine the objectives of ESG audit. 04 marks



GOA UNIVERSITY

T.Y.B.Com.(NEP)(Semester - V)

Subject Name: Commerce

Paper Title: Research Process

Paper Code: COM- 303

Duration: 1:00 Hour

Total Marks: 40

- Instructions: i) All questions are compulsory
ii) Internal choice is available
iii) All figures to the right indicate marks

- Q1 Answer the following: 4X2 marks
a) What is the meaning of the term 'research'?
b) What is 'descriptive research'?
c) What is the meaning of 'research problem identification'?
d) What is 'bivariate analysis'?
- Q2 Answer the following:
A) Explain the problems faced by researchers in India. 6 marks
OR
B) Explain the 'objectives' of research. 6 marks
C) Explain the term 'falsification'. 2 marks
- Q3 Answer the following:
A) Identify the 'criteria of good research'. 6 marks
B) Identify the differences between 'research methods' and 'research methodology'. 2 marks
OR
C) Identify the differences between 'fundamental research' and 'applied research'. 2 marks
- Q4 Answer the following:
A) Explain the various methods of 'primary data' collection. 6 marks
B) Identify the differences between 'stratified sampling' and 'cluster sampling'. 2 marks
OR

C) Identify the differences between 'convenience sampling' and 'quota sampling'.

2 marks

Q5 Answer the following:

A) Explain the steps in designing a questionnaire.

6 marks

B) Identify the differences between 'quantitative research approach' and 'qualitative research approach'.

2 marks

OR

C) Identify the differences between 'explanatory research' and 'mixed- methods research'.

2 marks



GOA UNIVERSITY

T.Y.B.COM. (NEP) SEMESTER V
Business Management CBM-302 - Retail Management (Major)

Paper Title: Retail Management

Paper Code: CBM-302

Duration: 2 hours

Total Marks: 80

Instructions: (i) Q1 is compulsory

(ii) Internal choice is available for Q2 to Q5

(iii) Figures in the right indicate maximum marks to the question

Q1. Answer each of the following:

(8 x 2) 16

- Recall the concept of 'Retailing'
- Define 'Retail life cycle'
- State the meaning of 'franchise retailer'
- Give two features of hypermarkets.
- Recall two quality parameters for retail merchandise.
- Identify the need to carry-out retail promotion by retailer.
- State any two objectives of a good store design.
- Reproduce the meaning of Planogram.

Q2. A) Explain the differences between global and Indian retail scenarios with reference to key industry characteristics:

12

OR

B) Describe the role of a retailer in the Indian business environment.

12

C) Interpret how multi-channel retailing benefits both retailers and consumers.

04

Q3. A) Apply the concept 'Merchandise-based' retail format to choose the appropriate type of retail store for fashion retail.

12

B) Illustrate how convenience stores serve local communities.

04

OR

C) Demonstrate the functioning of automated vending in non-store retailing.

04

Q4. A) Illustrate the factors affecting the pricing of retail products, using relevant examples.

12

B) Apply the concept of 'Free-standing' location to recommend whether it is a suitable choice for a petrol fuelling station.

04

OR

C) Choose the best store location for a departmental store of a fashion brand, and provide reasons for the same.

04

Q5. A) Critically evaluate the role of visual merchandising methods in increasing sales. 12

B) Apply the concept of types of store layout to plan a suitable layout for a small retail store. 04

OR

C) Illustrate practical measures to reduce employee theft in a retail store. 04



GOA UNIVERSITY

T.Y.B.Com. (NEP) (Semester - V)

Subject Name: Supply Chain and Logistic Management (VET)

Paper Title: Supply Chain and Logistic
Management (VET)

Paper Code: CBM-321

Duration: 2:00 Hours

Total Marks: 80 Marks

Instructions: i) All Questions are compulsory, however Q.2. to Q.5. have internal choice.
ii) In Q.1 all the sub-questions are compulsory.
iii) Figures to the right indicate maximum marks to the questions.

Q.1. Answer the following questions.

(8X2 = 16 Marks)

- What is Value Chain?
- What is Supply Chain Management?
- What is Inbound Logistics?
- What is Just in Time (JIT) approach in Inventory Management?
- What is industrial packaging?
- What is Warehouse Management System?
- What is Block Chain?
- What is Green Logistics?

Q.2.A. Explain the functions of Logistics Management.

(12 Marks)

OR

Q.2.B. Discuss the factors influencing Supply Chain Management.

(12 Marks)

Q.2.C. Discuss the importance of Logistics Management.

(4 Marks)

Q.3.A. A company plans to transport its goods to the market. Explain the various factors that should be considered while selecting the most suitable mode of transportation.

(12 Marks)

Q.3.B. Justify the importance of packaging in logistics and supply chain management.

(4 Marks)

OR

Q.3.C. Justify the need for choosing alternative packaging in today's competitive and eco-conscious market.

(4 Marks)

Q.4.A. A newly established manufacturing company has no historical sales data. As a business analyst, recommend and justify the most suitable demand forecasting methods the company should adopt. (12 Marks)

Q.4.B. Examine how centralized purchasing differs from decentralised purchasing. (4 Marks)

OR

Q.4.C. A supermarket wants to stock products for the Christmas season. Explain the importance of demand management in this situation. (4 Marks)

Q.5. A. Examine the role of seamless supply chain integration in enhancing customer satisfaction and responsiveness in a competitive market. (12 Marks)

Q.5. B. Explain how organizations can retain customers in a competitive market. (4 Marks)

OR

Q.5.C. Explain how organizations can manage supply chain uncertainty to ensure smooth operations and timely delivery of the products. (4 Marks)



GOA UNIVERSITY

B.Com. (NEP) (Semester - V)
Subject Name: Cost Accounting

Paper Title: Techniques of Costing

Paper Code: CCA-301

Duration: 2:00 Hours

Total Marks: 80

- Instructions: i) All questions are compulsory, however internal choice is available for Q. No 2 to Q. No 5.
ii) All workings should form part of your answers.
iii) Figures to the right indicate full marks.

Q1. Answer the following questions:

(8*2 =16 Marks)

- Write a note on standard costing.
- Explain the importance of variance analysis.
- State and explain any two objectives of budgetary control system.
- What is the need for uniform costing?
- Elucidate labour cost variance.
- Explain any two types of responsibility centers.
- What is sales volume variance?
- Explain any two limitations of standard costing.

Q2. A) From the following forecasts of income and expenditure, prepare a Cash Budget for a period of three months commencing 1st March, when the bank balance was Rs. 3,00,000

(12 Marks)

Month	Purchases (Rs.)	Sales (Rs.)	Factory Expenses (Rs.)	Wages (Rs.)	Office Expenses (Rs.)
January	1,20,000	2,20,000	10,000	12,000	5,000
February	1,40,000	2,00,000	12,000	14,000	3,000
March	2,00,000	1,20,000	15,000	11,000	2,000
April	1,00,000	1,30,000	11,000	15,000	5,000
May	80,000	1,10,000	12,000	13,000	10,000

Other information:

- Period of credit allowed by suppliers is two months.
- Period of credit allowed to customer is one month.
- Delay in payment of all expenses is one month.
- Dividend on preference shares is payable in March Rs. 51,000.

OR

Q2. B) Prepare a Flexible budget for overheads at 30% and 80% capacity on the basis of the following data provided at 40% capacity and ascertain the overhead rates. (12 Marks)

At 40% capacity (Rs)

Variable overheads:

Indirect Material	6,000
Indirect Wages	12,000

Semi-variable overheads:

Power: (40% Fixed & 60% variable)	30,000
Maintenance charges: (80% fixed & 20% variable)	5,000

Fixed overheads:

Rent, rates and taxes	20,500
Salaries	45,000
Estimated direct labour hours	1,00,000 hours

Q2. C) Differentiate between standard cost and estimated cost. (4 Marks)

Q3. A) The standard material cost to produce one unit of a product is as follows:

Material X 60 units @ Rs. 15.00 per unit

Material Y 80 units @ Rs. 20.00 per unit

During the month of April, actually 10 units were produced with actual usage of:

Material X 640 units @ Rs. 17.50 per unit

Material Y 950 units @ Rs. 18.00 per unit

Calculate material cost variance, material price variance and material usage variance. (12 Marks)

Q3. B) Calculate Labour cost variance and Labour rate variance from the following information: Standard labour time for one unit of a product is 10 labour hours at the standard rate of Rs. 2 per hour. But actually a product is produced by using 12 hours of labour time at Rs. 2.25 per hour. (4 Marks)

OR

Q3. C) Explain the advantages of standard costing. (4 Marks)

Q4. A) The expenses budgeted for production of 1,000 units in a factory are furnished below:

Particulars	Per Unit Rs.
Direct Material	700
Labour Cost	250
Production expenses (20% fixed)	100
Administrative expenses (Rs. 2,00,000)	200
Selling and distribution expenses (40% fixed)	150

Prepare a flexible budget for production of 600 units, 800 units and 1,000 units assuming administrative expenses are rigid for all level of production. (12 Marks)

Q4. B) From the following budgeted and actual sales for the month of December in respect of products X and Y, you are required to calculate Sales value variance and Sales price variance.

(4 Marks)

	Budgeted		Actuals	
	Units	Sale Price per unit (Rs.)	Units	Sales Price per unit (Rs.)
Product X	4000	10	5000	9
Product Y	5000	11	3000	12
Total	9000 units		8000 units	

OR

Q4. C) Enumerate the need for responsibility centers.

(4 Marks)

Q5. A) Avni Ltd. manufactures a special product, the standard labour hours and rate to produce one unit of a product is as follows:

(12 Marks)

Type of workers	Hours	Rate (Rs.)
Skilled	30	2
Unskilled	20	3

During a period, 100 units of the product were produced, the actual labour cost of which was as follows:

Type of workers	Hours	Rate (Rs.)
Skilled	3,200	1.5
Unskilled	1,900	4

Calculate: (i) Labour cost variance (ii) Labour Rate variance (iii) Labour Efficiency variance (iv) Labour mix variance.

Q5. B) Enumerate steps in installation of standard costing system.

(4 Marks)

OR

Q5. C) Illustrate the need for inter firm comparison.

(4 Marks)



GOA UNIVERSITY

B.Com. (NEP) (Semester - V)
Subject: Financial Accounting

Paper Title: Advance Corporate Accounting Paper Code: CFA 301

Duration: 2:00 Hours Total Marks: 80

- Instructions:**
- Answer All questions.
 - Questions No. Q2 to Q5 have internal choice.
 - Each question carries 16 marks.
 - All Working notes to form part of the answer.

Q1 Answer the following: (8x2marks=16 Marks)

- From the following, compute number of shares after bonus issue :
Equity Shares (₹10 each) = 1,00,000
Bonus ratio = 2 for every 5 shares
- Classify the items under main head and sub head under schedule III of Companies Act 2013: i) Livestock ii) Computer Software
- What is underwriting of shares?
- Write any one difference between underwriter and sub-underwriter?
- State any two functions of a liquidator.
- State the order of Payment in the process of Liquidation of Company
- What is meant by redemption of debentures by conversion?
- What is Debenture Redemption Reserve (DRR)? State two purposes of creating DRR.

Q2A

12 Marks

The following balances appeared in the books of Syntax Company Ltd. as on 31st March, 2025:

Debit Balances	Amount ₹	Credit Balances	Amount ₹
Buildings at cost	1,50,000	Equity Share Capital (Fully paid shares of ₹10 each)	6,00,000
Purchases	5,00,000	General Reserve	2,50,000
Salaries and Wages	3,50,000	Unclaimed Dividend	6,500
Repairs to Building	26,800	Trade Payables	36,800

Miscellaneous Expenses	31,000	Sales	10,73,000
Machinery at Cost	2,00,000	Provision for Depreciation	71,000
Motor Vehicles at Cost	30,000	Interest on Investments	8,000
Furniture at Cost	5,000	Surplus in the Statement of Profit and Loss (1-4-2024)	16,800
Opening Stock-in-trade	1,72,000	Staff Provident Fund	37,500
Trade Receivables	2,23,000		
Investments (Long-term)	2,88,000		
Advance Payment of Tax	50,000		
Cash Balance	72,000		
Director's Fees	1,800		
	20,99,600		20,99,600

From the following information, prepare Balance Sheet as on 31st March, 2025 as per Schedule III of Companies Act 2013:

- Stock-in-trade on 31st March, 2025 was valued at ₹1,48,600.
- Provide ₹10,000 for depreciation on Fixed Assets and ₹1,800 for Directors' fees.
- Interest accrued on investment amounted to ₹2,750.
- A provision of ₹50,000 for taxes in respect of the profit for 2024-2025 considered necessary.
- The Board of Directors propose a final dividend @ 8% after transfer to General Reserve ₹30,000.
- Authorised capital is 80,000 equity shares of ₹10 each. The company had issued 60,000 shares of ₹10 each.
- The company's profit for the year 2024-25 after all adjustments is Rs. 88,950.

OR

Q2B:

12 marks

Premiere Co Limited in their books show the following balances as on 31 March 2025:

Particulars	Debit ₹	Particulars	Credit ₹
Opening Stock in trade (1.4.2024)	1,50,000	Equity Share Capital	5,00,000
Purchases	3,82,000	Purchases return	10,000
Wages	60,000	Sales	11,50,000
Furniture	25,000	Discount	6,300
Salaries	12,000	Surplus as on 1/4.2024	1,70,000
Rent	15,000	Trade Creditors	33,700
Trade expenses	11,000	General Reserve	82,000
Trade Debtors	54,000	Provision for Doubtful Debts	1000
Plant and machinery	12,00,000	Bills Payable	13,000

Cash in Bank	21,500		
Computer Software	9,000		
Bills Receivable	14,000		
Bad debts	6,500		
Discount Allowed	8,000		
	19,68,000		19,68,000

Additional Information :

1. Stock-in-Trade on 31st March 2025 was valued at ₹2,00,000
2. Depreciate plant and machinery @ 12%; furniture @ 10%, and computer software @ 20%.
3. Further bad debts amounted to ₹4,000. Provide 5% for doubtful debts.
4. Provide for income Tax @ 35%.
5. The Board of directors proposed dividend of 25% on share capital after the balance date for the year ending 31st March 2025.
6. Transfer 10% of the net profit to general Reserve.
7. Equity Share capital comprises of 50,000 equity shares of ₹10 each, fully paid. Authorised capital consists of 60,000 equity shares of ₹ 10 each, fully paid. You are required to prepare the Statement of Profit and Loss as per Schedule III of Companies Act 2013 for the year ended 31 March 2025.

Q2C

What is Contingent Liability? Illustrate with two examples.

4marks

Q3A

12 Marks

Gulmohar Ltd. issued to public 15,000 equity shares of ₹100 at par. ₹60 per share was payable along with application and the balance on allotment. The issue was underwritten equally by Ayush, Piyush and Chinara for a commission of 2.5%.

Applications for 14,000 shares were received as per detail below:

Underwriters	Firm application	Marked application	Total
Ayush	500	4,500	4,500
Piyush	500	4,600	5,100
Chinara	300	3,400	3,700
Unmarked applications		*	2,000
Total	1,300	12,000	14,000

It was agreed to credit the unmarked applications equally to Ayush and Chinara. Gulmohar Ltd. accordingly made the allotment and received the amount due from public. The underwriters settled their accounts.

You are required to Prepare a statement showing the liability of the underwriters, if the benefit of firm underwriting is not given to individual Underwriters.

Q3B

4 marks

Cooper Ltd. issued 25,000 equity shares ₹ 10 each and entered into an underwriting agreement with Jin and Co. who agreed to underwrite the whole issue at a commission of 4%. The public applied only for 15,000 shares, hence the balance was taken up by the underwriters.

Assuming that all the amount has been received in full.

Pass entries in the books of the company for:

- Allotment of shares to public and underwriter
- Commission due to underwriter
- Net cash paid/received by underwriter

OR

Q3C Write note on underwriting Commission.

4 Marks

Q4A

12 marks

The Statement of assets and liabilities of Cyber Optics Ltd. as on 31.3.2025, being the date of voluntary winding up is as under:

Liabilities	Amount Rs.	Assets	Amount Rs.
10,000, 12% Preference shares of		Land and Building	3,86,000
Rs 100 each fully paid up	10,00,000	Plant and Machinery	8,21,000
5,000 Equity shares of Rs 100		Stock in trade	1,84,000
each, Rs 60 per share paid up	3,00,000	Sundry Debtors	13,37,000
5,000 Equity shares of Rs 100		Profit & Loss (Dr)	3,72,000
Each, Rs 50 per share paid up	2,50,000		
15% Debentures	4,00,000		
Preferential Creditors	1,05,000		
Unsecured bank overdraft	3,03,000		
Trade Creditors	7,42,000		
	31,00,000		31,00,000

Preference dividend is in arrears for two years. By 31st March 2025 the assets realized as follows:

Particulars	Amount (Rs)
Land and Building	9,84,000
Stock in trade	1,63,000
Plant and Machinery	7,12,000
Debtors	11,91,000

Expenses of liquidation amounted to Rs 54,000. Remuneration of liquidator is 3% of the realization. Income tax payable on liquidation is Rs. 44,500. Assuming that all payments are made on 31.3.2025.

Prepare Liquidator's Final Statement of Account.

Q4B State the details of any four Lists to be attached to the Statement of Affairs.

4marks

Or

Q4C The following information is given about a company in liquidation:

4marks

1. Wages of workers (3 months) – ₹18,000
2. Outstanding Rates & Taxes – ₹12,000
3. Assets realized:
 - = Plant & Machinery – ₹2,00,000
 - = Furniture – ₹50,000
 - = Stock – ₹1,50,000
4. Liquidator's Remuneration – 2% of assets realized

Calculate:

(a) Total Preferential Creditors.

(b) Liquidator's Remuneration.

Q5A On 1 January 2022, Orchid Ltd. issued 12,000 10% redeemable debentures of ₹100 each at 5% discount, redeemable at 10% premium on 31 December 2024. The company transfers ₹200,000 annually to a Sinking Fund. Amounts are invested in 10% Government Bonds in multiples of ₹100 at par. At the end of third year bonds are sold at Rs. 4,20,000. Prepare the Debenture Redemption Fund Account and Debenture Redemption Fund Investments Account for the three years.

12 marks

Q5B Karlon Company Ltd. gave notice of its intention to redeem its outstanding 50,000, 10% Debentures of ₹100 each at a premium of 5% and offered the holders option to accept 12% Cumulative Preference Shares of ₹30 each at ₹25 per share. To have their holdings redeemed for cash accordingly, 25,000 debenture holders accepted this proposal. Pass the Journal Entries in the books of the company to record only the above transactions.

4 marks

OR

Q5C Write any two points of difference between the Insurance Policy Method and the Sinking Fund Method of redemption?

4marks