

6th Semester End Term Examination: May, 2023.

Subject : Financial Markets & Institutions

Course : B.COM (Hons.)

Full Marks : 70

Roll No:

Time : 3 Hours.

Instructions to the Candidates:

- Read the question paper very carefully.
- Start writing from 2nd page onwards; Don't Write On The 1st Page Backside.
- Question Paper is divided into Three Parts -A, B & C.
- Part-A is containing 12 multiple choice questions.
- Part- B containing SIX questions out of which FOUR questions are to be answered.
- Part C containing FOUR questions out of which TWO questions are to be answered.
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PART - A

Multiple Choice Questions

[12x1=12]

1. i) Which among the following is not one of the functions of RBI?
- a) Controlling Inflation
 - b) Banking Supervision
 - c) Controlling employment in the country
 - d) Lender of last resort
- ii) What is the term for a period of sustained declines in the stock market?
- a) Bull Market
 - b) Bear Market
 - c) Volatile market
 - d) None of these
- iii) To operate as NBFC in India, one has to take license from _____
- a) SEBI
 - b) RBI
 - c) FICCI
 - d) MOF
- iv) Mutual Funds are regulated in the country by _____
- a) Association of mutual funds of India
 - b) NABARD
 - c) RBI
 - d) SEBI
- v) Treasury Bills are short term debt instrument which are presently issued in _____
- a) 91 days
 - b) 182 days
 - c) 364 days
 - d) All of the above
- vi) It serves as an intermediary between the investor and the depository who is authorised to maintain the accounts of dematerialised shares.
- a) Depository
 - b) Stock Exchange

- c) Depository participant
d) None of the above
- vii) Stock exchange works as a mechanism for the valuation of securities through the forces of demand and supply. Identify the related functions performed by stock exchange.
- Spreading of the equity cult
 - Safety of transaction
 - Providing liquidity and marketability to existing securities
 - Pricing of security
- viii) Jay is holding hundred shares of a company. He has been given a privilege offer to subscribe to a new issue of shares of the same company in proportion of 2:1 to the number of shares already possessed by him. Identify the method of floatation being described in the above case
- Offer through prospectus
 - offer for sale
 - Right Issue
 - None of these
- ix) Which of the following statements is not true with regard to primary market?
- It facilitates the transfer of investible funds from savers to entrepreneurs.
 - It deals with new securities being issued for the first time
 - Is also known as the New issues market
 - None of the above
- x) An option that can only be exercised at maturity is called a (n)
- European option
 - American option
 - Swap
 - stock option
- xi) When was the Insurance Regulatory and Development Authority constituted?
- 1971
 - 1999
 - 2003
 - 1934
- xii) The seller of an option is _____ to buy or sell the underlying asset while the purchaser of an option has the _____ to buy or sell the asset.
- Right; obligated
 - obligated; right
 - Obligated; obligation
 - right; right

PART - B

Answer any FOUR out of SIX

[4x7=28]

- Discuss the roles and functions of SEBI.
- What do you mean by financial market? Distinguish between Money market and Capital Market
- Explain major instruments traded in Stock Exchange?
- Write short note on:
Repo rate, IPO & Derivatives
- How would you define Insurance? Explain various types of Insurance.
- Write a short note on NBFCs. How NBFCs are different from Banks?

PART - C

Answer any TWO out of FOUR

[2x15=30]

- Elucidate Financial System. Explain in detail the components and sub division of financial system.
- What do you mean by Money Market? Elaborate on the instruments traded in money market.
- Explain Mutual fund and its different types of mutual funds schemes in detail?
- Discuss on the structure of the Indian Banking System. Also shed light on the functions of Bank.

v) Ensuring the availability of the products and services as and when required by the customers is _____ utility.

- a) Time
- b) Place
- c) Form
- d) Profession

vi) _____ is a financial plan depicting how resources should best be allocated to achieve the forecasted sales.

- a) Sales Budget
- b) Sales audit
- c) Sales Control
- d) All of them

vii) _____ refers to the administration of the personal selling component of a company's marketing program.

- a) Sales management
- b) Distribution Management
- c) Promotion Management
- d) Marketing Management

viii) _____ is the process of making a product available to the end consumer or business.

- a) Sales
- b) Distribution
- c) Exchange
- d) Barter

ix) When a manufacturer threatens to terminate a relationship or withdraw a resource if intermediaries fail to cooperate it is

- a) Channel power.
- b) Coercive power
- c) Reward power
- d) Legitimate power

x) The best strategy used for snack foods, soft drinks and candies is

- a) Exclusive distribution
- b) Intensive distribution
- c) Selective distribution
- d) None of them

xi) The four elements; channels of distribution, transportation, warehousing and inventory constitute _____.

- a) Promotion mix
- b) Marketing mix
- c) Distribution mix
- d) Product mix

xii) In medium and large firms, one would find the.....types of organization

- a) Line sales organization
- b) Line and staff sales organization
- c) Functional sales organization
- d) None of the above

PART - B

Answer any FOUR out of SIX

[4x7=28]

2. Describe the role of distribution management in the marketing mix.
3. What is a Distribution Channel? Discuss the different distribution channel strategies.
4. Define material handling? Discuss the different types of material handling equipment.
5. Describe the factors affecting the selection of channel members.
6. Explain the various stages of personal selling process.
7. Discuss the factors that helps to determine the Optimum Mode of Transportation.

PART - C

[2x15=30]

Answer any TWO out of FOUR

8. What is Sales forecasting and what are various methods of Sales forecasting?
9. Differentiate between wholesalers, Retailers and distributors.
10. Describe how sales managers and distribution channels work together in planning the sales operations.
11. Write notes of the following:
 - a) Qualities of Salesman
 - b) Strategies for Motivating channel members
 - c) Functions of distribution channels



ARKA JAIN
University
Jharkhand

6th Semester End Term Examination: May - 23.

Subject : Indirect Taxation (GST)

Roll No:

Course : B.COM (Hons.)

Full Marks : 70

Time : 3 Hours.

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PART - A

Multiple Choice Questions

[12x1=12]

1. i) Alcoholic liquor is exempted from GST .
- a) True
 - b) False
 - c) Partly true
 - d) None of the above
- ii) GST council is the apex body for GST in India
- a) False
 - b) True
 - c) Partly true
 - d) None of the above
- iii) ITC, tax credit system means
- a) Inter tax credit
 - b) Input tax credit
 - c) Inner tax credit
 - d) None of the above
- iv) Market fruits like bananas , apples is exempted from GST.
- a) True
 - b) False
 - c) Partly true
 - d) None of the above
- v) Import of services by a branch office India from its parent in the US is chargeable to GST even if obtained without consideration .
- a) False
 - b) True
 - c) Partly true
 - d) None of the above

- vi) A branch office in Uttar Pradesh and one in Maharashtra of ABC Ltd is a distinct person.
- True
 - False
 - Partly true
 - None of the above
- vii) Rule 27 of the valuation rules refer to Agency
- True
 - False
 - Partly true
 - None of the above
- viii) Rule 35 of GST valuation refers to Back calculation .
- True
 - False
 - Partly true
 - None of the above
- ix) Rule 30 refers to GST valuation based on cost
- True
 - False
 - Partly true
 - None of the above
- x) Reverse charge mechanism is one where the recipient pays the GST to the govt.
- True
 - False
 - Partly true
 - None of the above
- xi) CTP refers to
- Casual taxable person.
 - Costly taxable person
 - Careless taxable person.
 - None of the above
- xii) A NRTTP must deposit advance before commencement of business.
- True
 - False
 - Partly true
 - None of the above

PART - B

[4x7=28]

Answer any FOUR out of SIX

- X owns a agricultural land .It is given on lease for non-agricultural purposes to Y on yearly basis for a rent of Rs 24 lakhs . This lease is for 3 years .Discuss the case in light of the above -Regarding what kind of supply it is and who pays the tax if any.
- Explain the concept of schedule III in concept of supply with suitable examples.
- What are the provisions of ITC in regard to Inputs and capital goods?
- X Ltd is a publishing house. It gives printed sheets of a book to Y who owns a binding unity will perform book binding process as per direction of X for a consideration of Rs 50 per book. The process/treatment undertaken by Y is supply of service or goods? Discuss the case in light of the above.
- What is zero rated supply?
- What are the provisions of tax component of capital goods on which depreciation has been claimed under income tax?

PART - C

[2x15=30]

Answer any TWO out of FOUR

- Explain the provisions of value of supply where supply between related persons or distinct persons.
- Explain the process of registration under GST .
- What are the conditions for taking input tax credit?
- Explain the concept of value of supply in relation to sec 15 of the valuation rules.



ARKAJAIN
University
Jharkhand

6th Semester End Term Examination: May - 2023.

Subject : Event Management
Course : B Com (Hons.)
Full Marks : 70

Roll No:

Time : 3 Hours.

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PART - A

Multiple Choice Questions

[12x1=12]

- i) Event marketing is
 - a) A good
 - b) Tangible
 - c) A function
 - d) A service
- ii) Events can be classified on the basis of their _____
 - a) Size, Type and Context
 - b) Location
 - c) Chief Guest
 - d) Budget
- iii) Which of the following is not a type of event impacts
 - a) Economic impact
 - b) Social impact
 - c) Physical impact
 - d) environmental impact
- iv) "Event is defined as occurrences designed to communicate particular messages to target audiences". This definition is given by _____.
 - a) J. Gold blatt
 - b) Philip Kotler
 - c) Adam Smith
 - d) Karl Marx
- v) Event management is the application of _____.
 - a) Marketing management
 - b) HR management
 - c) Process management
 - d) Project management

- vi) _____ is the second stage in the event planning process.
- a) Planning
b) Research
c) Design
d) Evaluation
- vii) The most important information a meeting planner can determine prior to an event is:
- a) Past events held by the group
b) Expected attendance
c) The budget.
d) Group demographics
- viii) The essence of public relations is
- a) To create meaningful conversations with others
b) To create and maintain an effective operating environment
c) To discuss important topics and issues in front of large audiences
d) To look professional
- ix) The event decorator must satisfy not only the needs of the guests but also potentially the:
- a) Videographer
b) Television producer
c) Photographer
d) All of these answers are correct
- x) Which one is not a license needed in event
- a) PPL
b) IPRS
c) VAT
d) Municipality License
- xi) What is the role of the event planner?
- a) Pre-Event Planning
b) Budget planning
c) Logistic Planning
d) All of the above
- xii) Which one is not a corporate event
- a) Exhibition
b) Conference
c) Wedding
d) Congress

PART - B

Answer any FOUR out of SIX

[4x7=28]

2. What are roles and responsibilities of event manager?
3. What is IPRS?
4. What are the 5 C's of event management?
5. What are the basic principles of event management?
6. What are the Key elements of any event
7. What do you mean by mega events? Explain with the help of three examples.

PART - C

Answer any TWO out of FOUR

[2x15=30]

8. What is corporate event? Explain different types of corporate events.
9. What is public relations? What is its role in event communication?
10. What are the steps in event planning?
11. Design a Punjabi wedding event
"or"
Design an Automobile exhibition

6th Semester End Term Examination: May - 23.

Subject : Industrial Relations and Labor laws Roll No:

Course : B.COM (Hons.)

Full Marks : 70

Time : 3 Hours.

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PART - A

Multiple Choice Questions

[12x1=12]

1. i) Which one of the following a type of dispute settlement machinery?
- a) Conciliation
 - b) Agreement
 - c) Fast Track Court
 - d) Consumer Court
- ii) If there is willful disobedience to an order expressly given, or to a rule expressly framed, for the purpose of securing the safety, the -
- a) Employer is not liable to pay compensation
 - b) State Government is liable to pay compensation
 - c) Central Government is liable to pay compensation
 - d) The Trade Union is liable to pay compensation
- iii) The minimum number of workmen for whom labor license is required to be obtained is -
- a) 10
 - b) 9
 - c) 20
 - d) 15

- iv) The Employer and Employee Contributions of Employees Provident Fund is calculated on -
- Gross Pay
 - CTC
 - Basic Pay
 - Basic Pay + VDA
- v) LTA Stands for -
- Leave Travel Allowance
 - Leave Travel Assistance
 - Leave Term Assistance
 - Leave Term Allowance
- vi) ESI is calculated on -
- Gross Pay
 - Net Pay
 - CTC
 - Basic Pay
- vii) As per the Payment of Gratuity Act, for every completed year of service or part thereof in excess of six months, the employer shall pay gratuity to an employee at the rate of ----- days' wages based on the rate of wages last drawn by the employee concerned -
- 25 days
 - 15 days
 - 30 days
 - 7 days
- viii) What is the maximum period for which any woman is entitled to maternity benefit, in case of adoption?
- 6 weeks
 - 12 weeks
 - 18 weeks
 - 26 weeks
- ix) In any factory or industrial establishment where more than 1000 employees are employed the wages shall be paid before the expiry of the ___ day.
- 10th day
 - 1st day
 - 7th day
 - 2nd day
- x) If there are ___ numbers of employees, then the employer has to provide a canteen.
- 250
 - 510
 - 320
 - 100
- xi) On what grounds an employee will be disqualified from getting bonus?
- Fraud
 - Riotous or violent behavior while on the premises
 - Both of the above
 - None of the above
- xii) An example of trade union is -
- AITUC
 - CRISIL
 - Both of these
 - None of these

PART - B

Answer any FOUR out of SIX

[4x7=28]

- Discuss the steps of Standard Grievance Handling Procedure.
- Define Negotiation. Discuss how it is different from Collective Bargaining.
- Define Disabling. Discuss its types.
- Discuss the Classification of Workmen.
- What do you mean by Occupation Hazards? Discuss its types.
- Briefly discuss the Evolution of Industrial Relations in India.

PART - C

Answer any TWO out of FOUR

[2x15=30]

- Enumerate various provisions of Health, Safety and Welfare of the Workmen as per the provisions of the Factories Act, 1948.
 - Discuss the various provisions of identification, classification and settlement of Industrial Disputes.
 - Mr. Keyes has a monthly salary of Rupees 15,000. His Basic Salary is 10000 per month and his Gross Pay is 21000. He has completed 19 years and 7 months and 25 Days of service in the organization. His employment is covered under the Payment of Gratuity Act, 1972. Calculate the amount of Gratuity payable to him as on date. Also calculate the monthly EPF and ESI Contributions w.r.t. Employer and Employee Contributions.
 - Mr. Andrew has completed 20 years of age and receives a gross monthly wage of Rupees 20,000 and his Basic Salary is Rupees 14,000. He met with an accident on 1st April, 2023 resulting in Permanent Total Disabling. Calculate the amount of Compensation to be received by him.
In another accident, one of the employees was the reported casualty. His completed age was 20 years as well. His Salary Structure is given below -
- | | |
|-----------------|---------|
| Basic Pay | = 12000 |
| HRA | = 4000 |
| Misc. Allowance | = 4000 |
- Calculate the amount of Compensation receivable by his nominee.