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M. Com. (E-Commerce) (Semester - I) Examination - 2009

E-COMMERCE TECHNOLOGY

Time : 3 Hours]   [Max. Marks : 70

Instructions :

    (1)   All questions are compulsory.

    (2)   Draw neat labelled diagram if necessary.

Q.1) Explain Electronic Payment System and Types of Electronic Payment Systems. **[10]**

OR

Q.1) Explain E-cycle of Internet Marketing with the Internet Marketing Techniques. **[10]**

Q.2) Answer the following in brief : **(Any Four)** **[20]**

    (a)   What is E-commerce ? Explain main activities of E-commerce.

    (b)   Explain World Wide Web.

    (c)   What is Encryption and Decryption ?

    (d)   What is Electronic Data Exchange ? Explain limitations of EDI.

    (e)   What is Computer Crime ? Explain types of Computer Crimes.

Q.3) Answer the following in brief : **(Any Four)** **[20]**

(a) Explain E-governance of India.

(b) What are the Components of an Internet Information Technology Structure ?

(c) Explain the following terms :

(i) Internet Service Provider

(ii) Domain Names with example.

(d) What is Hacking ?

(e) What is Internet ? Explain different types of Networks.

Q.4) Write short notes : **(Any Four)** **[20]**

(a) Shopping Bots

(b) Threats

(c) Digital Signature

(d) Electronic Cash

(e) Secret Key Cryptography

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Total No. of Questions : 4]   [Total No. of Printed Pages : 2

[3670]-155

M. Com. (E-Commerce) (Semester - I) Examination - 2009
COMPUTER APPLICATIONS IN BUSINESS

Time : 3 Hours]   [Max. Marks : 70

Instructions :

  (1) All questions are compulsory.

  (2) Figures to the right indicate full marks.

Q.1) (A) Define Network. Discuss LAN, WAN and MAN. **[10]**

         OR

  (B) What are Software Tools ? Describe major categories of Software Tools with example. **[10]**

Q.2) Attempt **any five** :   **[4x5=20]**

  (a) What is Word Processing ? Describe different components of Word Processing.

  (b) What is Operating System ? Explain its types.

  (c) What are the steps in Designing Database ?

  (d) What are the objectives of Spreadsheet ?

  (e) Explain various methods of Creation of Presentation Slide.

  (f) Explain the term World Wide Web.

Q.3) Attempt **any five** :   **[4x5=20]**

  (a) Explain different types of Computers based on Size and Speed.

  (b) Define Software and explain its types.

  (c) Explain use of MS-Office in Business.

  (d) What do you meant by Client-Server Computing ? How does it differ from Networking ?

  (e) Define : Entity and Attributes.

  (f) Explain different types of Charts in MS-Excel.

Q.4) Attempt **any five** :   **[4x5=20]**

    (a)   How to modify table structure in Database ?

    (b)   Explain the following functions with syntax and example :

        (i)   INT( )

        (ii)   MOD( )

        (iii) SUM( )

        (iv) AVG( )

    (c)   Explain Batch Processing in detail.

    (d)   What is File ? Describe different basic operations performed on File.

    (e)   Explain CPU.

    (f)   "MS-Powerpoint is a better option for business presentation." Comment.

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M. Com. (E-Commerce) (Semester - I) Examination - 2009
ORGANISATIONAL DEVELOPMENT AND CHANGE MANAGEMENT

Time : 3 Hours]   [Max. Marks : 70

Instruction :

       (1)   All questions are compulsory.

       (2)   All questions carry equal marks.

Q.1) What do you mean by Organisation Change ? State its necessity.

OR

Q.1) Discuss the role of Organisational Development in improvement of Business Organisation.

Q.2) What do you mean by the term Culture ? What are the facts of Organisational Culture ?

OR

Q.2) Explain the term Organisation Climate ? What are the factors that influence, Organisational Climate ?

Q.3) Define the term Training. State its utility and need in development of Human Resources.

OR

Q.3) What are the different methods of Training ? State their salient features.

Q.4) What do you mean by the term Learning Organisation ? How an organisations can encourage learning attitude ?

OR

Q.4) What do you mean by the term Management Development ? State its needs and importance.

Q.5) Write short notes : **(Any Two)**

    (a)   Importance of Creativity in Organisational Development

    (b)   Characteristics of Learning Organisation

    (c)   Concept of Empowerment

    (d)   Factors considered to Assess Training Needs

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Total No. of Questions : 5] [**Total No. of Printed Pages : 4**

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M. Com. (E-Commerce) (Semester - I) Examination - 2009

ACCOUNTING FOR MANAGEMENT

Time : 3 Hours] [**Max. Marks : 70**

Instruction :

    All questions are compulsory and carry equal marks.

Q.1) Define the term 'Management Accounting'. Explain its role in the success of any large scale organisation.

OR

Q.1) What is Analysis and Interpretation of Financial Statements ? Explain various methods of such analysis.

Q.2) The following are the Balance Sheets of SPC, Limited, Pune, prepared as on 31st March, 2008 and 31st March, 2009 :

Liabilities	31-03-08	31-03-09	Assets	31-03-08	31-03-09
Share Capital	10,00,000	12,00,000	Plant and Machinery	5,60,000	6,00,000
General Reserve	2,30,000	2,50,000	Land and Building	8,00,000	7,80,000
Profit and Loss A/c.	1,70,000	1,96,000	Furniture	2,00,000	2,30,000
Mortgaged Loan	1,50,000	–	Sundry Debtors	1,73,000	1,80,000
15% Debentures	3,50,000	2,50,000	Bills Receivable	40,000	60,000
Sundry Creditors	1,63,000	1,58,000	Stock	2,07,000	1,58,000
Bills Payable	83,000	73,000	Cash and Bank	1,80,000	1,62,000
Provision for Taxation	54,000	73,000	Preliminary Expenses	40,000	30,000
Total	**22,00,000**	**22,00,000**	**Total**	**22,00,000**	**22,00,000**

You are required to prepare Fund Flow Statement with necessary working notes after considering the following information :

(1)   Dividend was distributed on the shares @ 10%.

(2)   Plant and Machinery and Furniture was depreciated by 10% and Land and Building was depreciated by 2.5%.

(3)   The 15% Debentures are redeemed by purchasing in the open market at Rs. 94 per debenture.

(4)   During the year Rs. 40,000 are paid by way of taxes.

(5)   During the year a machine costing Rs. 60,000 having depreciated up to 70% and valued at Rs. 30,000 was exchanged for the new machine. The balance payment of the new machine was made in cash.

(6)   Shares are issued at 5% discount which was written off through the General Reserve Account.

Q.3) From different ratios given below, complete the Balance Sheet with as many details as possible :

- Sales to Total Assets   3
- Sales to Fixed Assets   5
- Current Assets are 2/3rd of the Fixed Assets
- Inventory Turnover Ratio   20
- Debtors Turnover Ratio   15
- Total Assets to Net Worth   4
- Debt Equity Ratio   1
- Sales during the year are Rs. 40,00,000.
- Gross Profit Ratio is - 25%.

OR

Q.3) The following particulars are obtained from the cost records of a factory manufacturing products 'A' and 'B' :

Particulars	Product 'A' (Rs.)	Product 'B' (Rs.)
Selling Price	150	200
Material Cost @ Rs. 15 per unit	60	45
Labour Cost @ Rs. 10 per hour	30	50
Variable Overheads	20	55

Total Fixed Cost is Rs. 25,000.

You are required to advise management as to which product is better in the following different situations :

(1) If the total sales in units is the key factor.

(2) If the total sales in value is the key factor.

(3) If the raw material is in short supply.

(4) If the availability of the labour hours is restricted.

(5) If the raw material available is 2,000 kg and maximum possible sale of each product is only 500 units, then what should be the most beneficial sales mix.

Q.4) The following are the estimates of Mr. Budget :

Months	Sales	Purchases	Wages	Factory Exp.	Other Overheads
November	4,00,000	1,80,000	50,000	30,000	2,000
December	3,60,000	1,90,000	50,000	40,000	2,000
January	3,80,000	1,80,000	60,000	35,000	2,500
February	4,00,000	1,90,000	70,000	40,000	4,000
March	3,50,000	2,20,000	75,000	35,000	6,000
April	4,20,000	2,70,000	60,000	38,000	8,000
May	3,80,000	2,90,000	70,000	42,000	7,500

Additional Information :

(1) 25% of the sales are cash sales. 40% of the credit sales are recovered in the next month while the remaining two months after.

(2) 20% of the purchases are made by making an advance payment of one month, 10% of the purchases are on cash basis while the remaining purchases are made on 1 month credit.

(3) Wages are paid on every 7th day of the next month.

(4) Factory and other overheads are fixed to the extent of 80% and 60% respectively which are paid in the same month.

(5) Variable Overheads are paid one month in arrear.

(6) Advance Income-tax Rs. 45,000 is to be deposited in the month of January. Interest on 15,000, 14% Convertible Debentures of Rs. 10 each, issued 2 years back at 20% premium, is due on 1st April and 1st October every year.

(7) Balance as on 1st January, 2010 - Rs. 1,00,000.

You are required to prepare Cash Budget for the period from 1st January to 30th April, 2010.

OR

Q.4) What do you mean by Budget and Budgetary Control ? Explain various types of Budgets.

Q.5) Write notes on **any two** of the following :

(a) Tools and Techniques of Management Accounting

(b) Distinction between Cash Flow Statement and Fund Flow Statement

(c) Application of Marginal Costing in Managerial Decision - making

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[3670]-152

M. Com. (E-Commerce) (Semester - I) Examination - 2009

STATISTICAL METHODS AND ANALYSIS

Time : 3 Hours]   [Max. Marks : 70

Instructions :

> *(1)   All questions are compulsory.*
>
> *(2)   Figures to the right indicate full marks.*
>
> *(3)   Use of statistical table and calculators is allowed.*
>
> *(4)   Symbols and abbreviations have their usual meanings.*

Q.1) Attempt **any three** of the following :   **[05 each]**

(a)   Explain concept of Multiple Correlation and Partial Correlation in case of trivariate data giving two illustrations of each.

(b)   What is Time Series ? Discuss utility of time series analysis in various fields.

(c)   The local authorities in a certain city install 10,000 electric lamps in the streets of the city. If these lamps have an average life of 1,000 burning hours with a standard deviation of 200 hours, assuming normality, what is the number of lamps that might be expected to fail ?

    (i)   in the first 800 hours ?

    (ii)   between 800 and 1200 hours ?

(d)   A sample of 400 male students is found to have mean weight of 50.47 kg. Can it be regarded as a sample from a large population with mean weight 52 kg, given that population standard deviation is 1.2 kg ? [Use 5% level of significance]

(e)   Explain the term 'Simulation'. Also state merits and demerits of Simulation Technique.

Q.2) Attempt **any three** of the following :   **[05 each]**

(a)   Fit a trend line to the following time series by the least squares method :

Year	1998	1999	2000	2001	2002
Production	12	20	28	32	50

   Obtain trend value of production for the year 2007.

(b)   Define Normal Distribution and State its important properties.

(c)   Explain the following terms :

   (i)   Null Hypothesis

   (ii)   Statistics

   (iii) Level of Significance

   (iv)   Critical Region

   (v)   Two Types of Errors in Testing of Hypothesis

(d)   In a trivariate data

   $r_{12} = 0.6$, $r_{13} = 0.7$, $r_{23} = 0.65$.

   Hence find values of –

   (i)   the multiple correlation coefficient $R_{3.12}$

   (ii)   the partial correlation coefficient $r_{12.3}$.

(e)   A Manager of Quality Control Department in the company wanted to examine whether the number of defective items produced per hour by an engineer is related with incentive bonus that the employee gets for every non-defective item produced. He examined records of 18 employees at random and found correlation coefficient of –0.5836. Does it indicate that the number of defectives produced and incentive bonus for producing non-defectives are uncorrelated ? [Use 5% level of significance]

Q.3) Attempt **any three** of the following : [05 each]

    (a)   Explain any two components of a time series with illustrations.

    (b)   Two random samples gave following results :

Sample No.	Size	Sample Mean	Sum of Squares of Deviations from the Mean
1	10	15	90
2	12	14	108

        Assuming that both samples have been obtained from normal populations, test at 10% level of significance that two populations have equal variance.

    (c)   A company producing spark plugs claimed that there would be 10% defective spark plugs. When a sample of 500 spark plugs was drawn, 62 were found to be defective. Is the claim of the company acceptable on the basis of given data ?

        [Use 1% level of significance]

    (d)   Write short note on 'Monte-Carlo' Simulation Technique.

    (e)   Let X and Y be two independent normal variates with means 1, 2 and variances 1, 4 respectively.

        Find :

        (i) $P(2X + Y > 3)$

        (ii) $Var(3X - 2Y)$

Q.4) Attempt **any three** of the following : [05 each]

    (a)   Write short note on 'Pseudo Random Numbers Generator'.

    (b)   For the given time series obtain trend values by three yearly moving average method :

Year	Profit in Thousands Rs.
2001	60
2002	72
2003	71
2004	65
2005	80
2006	85
2007	95

        Also plot actual and trend values on a graph.

(c) Ten individuals are selected at random from a normal population and their heights are found to be 63, 63, 66, 67, 68, 69, 70, 71, 71, 70 inches.

Test whether the sample comes from the population with mean height 66 inches.

[Use 5% level of significance]

(d) Explain concept of Autoregressive Models used in time series analysis and describe in brief fitting of AR(1) Model.

(e) A certain machine is supposed to produce red, yellow and green candy wrappers in the ratio 4 : 3 : 2. In a sample of 90 wrappers produced by the machine, 31 red, 38 yellow and 21 green wrappers were observed. Is the machine working properly ?

[Use 1% level of significance]

Q.5) Attempt **any one** of the following :

(a) (i) Marks scored by a candidate in an examination follows normal distribution. 44% of the candidates obtained marks below 55 and 6% of the candidates obtained marks above 80. Find mean and variance of the marks. **[07]**

(ii) Explain in brief graphical method of estimating Trend using time series analysis. **[03]**

(b) Y_1, Y_2, Y_3 are the heights (in cm) of son, mother and father respectively :

$$\overline{Y}_1 = 170, \qquad \overline{Y}_2 = 160, \qquad \overline{Y}_3 = 168$$

$$_1 = 2.4 , \qquad _2 = 2.7, \qquad _3 = 2.7$$

$$r_{12} = 0.28, \quad r_{13} = 0.49, \quad r_{23} = 0.51$$

(i) Obtain equation of least squares regression plane of Y_1 on Y_2 and Y_3.

(iii) Estimate Y_1 when $Y_2 = 150$ and $y_3 = 160$. **[10]**

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[3670]-151

M. Com. (E-Commerce) (Semester - I) Examination - 2009
PERSPECTIVES OF COMMERCIAL AND BUSINESS GROWTH

Time : 3 Hours]   [Max. Marks : 70

Instructions :

     (1)   All questions are compulsory.

     (2)   Figures to the right indicate full marks.

Q.1) "Profit making is the primary goal of any Business Enterprise." Do you agree with this statement ? Justify your answer.   **[14]**

OR

Q.1) Define the term 'Globalisation'. What are the essential conditions for Globalisation ?   **[14]**

Q.2) What do you mean by the term 'Business Environment' ? Explain the controllable factors of Business Environment.   **[14]**

OR

Q.2) Describe the weakness of the new agricultural strategy in connection with the Green Revolution.   **[14]**

Q.3) "There is much scope for improving efficiency and working of Public Sector Enterprises." Considering this statement, explain the shortcomings of Public Sector Enterprises.   **[14]**

OR

Q.3) Distinguish between :

   (a)   Mergers and Acquisitions   **[07]**

   (b)   Partnership and Joint Venture   **[07]**

Q.4) Write a detailed note on merits and demerits of Multinational Companies. **[14]**

OR

Q.4) "The changes which have been taking place in India have necessitated banking companies to perform new and progressive functions." Explain. **[14]**

Q.5) Write short notes on **any two** of the following : **[14]**

    (a)   Scams in Capital Market

    (b)   Appraisal of the Economic Reforms introduced in 1991

    (c)   Problems faced by Small Enterprises

    (d)   Role of Small Enterprises in Indian Economy

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मराठी रूपांतर

वेळ : 3 तास]   [एकूण गुण : 70

सूचना :

    (1) सर्व प्रश्न सोडविणे आवश्यक आहे.

    (2) उजवीकडील अंक प्रश्नांचे पूर्ण गुण दर्शवितात.

प्र.1) "नफा मिळविणे हे कोणत्याही व्यवसाय संस्थेचे प्राथमिक ध्येय असते." ह्या विधानाशी तुम्ही सहमत आहात काय ? तुमच्या उत्तराचे समर्थन करा.   **[14]**

किंवा

प्र.1) 'जागतिकीकरण' संकल्पनेची व्याख्या द्या. जागतिकीकरणासाठी अत्यावश्यक शर्ती (Conditions) कोणत्या ?   **[14]**

प्र.2) 'व्यावसायिक पर्यावरण' संकल्पना म्हणजे काय ? व्यावसायिक पर्यावरणाचे नियंत्रण ठेवता येतील असे घटक स्पष्ट करा.   **[14]**

किंवा

प्र.2) हरित क्रांतीच्या संदर्भात नवीन कृषीसंबंधी डावपेचांच्या दुर्बलता वर्णन करा.   **[14]**

प्र.3) "सार्वजनिक क्षेत्रातील उद्योगाची कार्यक्षमता आणि कामकाज यात सुधारणा करण्यास बराच वाव आहे." हे विधान विचारात घेऊन सार्वजनिक क्षेत्रातील उद्योगांच्या दुर्बलता स्पष्ट करा.   **[14]**

किंवा

प्र.3) फरक स्पष्ट करा :

    (अ) विलिनीकरण आणि संपादन (Mergers and Acquisitions)   **[07]**

    (ब) भागीदारी आणि संयुक्त प्रकल्प (Partnership and Joint Venture)   **[07]**

प्र.4) बहुराष्ट्रीय कंपन्यांचे गुण आणि दोष यावर सविस्तर टीप लिहा. **[14]**

किंवा

प्र.4) "भारतात घडून येत असलेल्या बदलांमुळे बँकिंग कंपन्यांना नावीन्यपूर्ण आणि प्रगमनशील कार्ये पार पाडणे भाग पडले आहे." स्पष्ट करा. **[14]**

प्र.5) खालीलपैकी **कोणत्याही दोन**वर थोडक्यात टिपा लिहा : **[14]**

(अ) भांडवल बाजारातील घोटाळे

(ब) १९९१मध्ये सुरू केलेल्या आर्थिक सुधारणा

(क) लघुउद्योगांच्या समस्या

(ड) भारतीय अर्थव्यवस्थेतील लघुउद्योगांची भूमिका

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