From
NDN Rajeswari
BOS- COMMERCE-UG
MVP Colony Visakhapatnam

To
The Registrar,
Andhra University,
Waltair.

Respected Sir,

As per your telephonic direction I have prepared model question papers of all subjects of B.Com II semester (w.e.f 2020-21) as per APSCHE guidelines for choice based credit system and sending soft copies of the following papers.

1) Financial Accounting
2) Business Economics
3) Banking Theory & Practice
4) Agricultural Marketing (Skill Development Courses)
5) Advertising (Skill Development Courses)
6) Logistics & Supply Chain (Skill Development Courses)

Thanking you,

Yours faithfully,

NDN Rajeswari.

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SECTION A  (Total: 4 x 5 = 20 Marks)

Answer any FOUR questions. Each answer carries 5 marks

1) Types of Advertising
   అనుభవానిక పతలాపము

2) Creative Advertising Messages
   వించగల మూలాల సందర్భాలు

3) Advertising Agencies Association of India
   నాటికి నివేదయులు లేదా విద్యార్థివైవిధ్యం కొరకు

4) Local Advertising
   ప్రాంతప్రాంత పతలాపము

5) Identifying Target Groups
   ఆవిష్కరించింది లక్షణాలు నమోదు చేయడానికి

6) Advertising Standard Council of India
   కర్మాణిక వించగల దృష్టిగా నివేదించడానికి

7) Reaching Target Groups
   ఆవిష్కరించింది ఫ్లీమింగ్ వించడానికి

8) Functions of Advertising
   పతలాపము నివేదించడానికి

SECTION B  (Total: 3 x 10 = 30 Marks)

Answer any three questions. Each answer carries 10 Marks

1) Write about concepts and functions of Advertising.
   అనుభవానిక పతలాపము నివేదించడానికి నివేదించడానికి

2) What is the role of advertising agencies and explain their responsibilities?
   ఆయుల నివేదించడానికి బడి నివేదించడానికి నివేదించడానికి?

3) Discuss basic characteristics of a typical advertisement.
   వించగల మూలాలు నివేదించడానికి నివేదించడానికి

4) What are the factors determining opportunities of a Product/Service/Idea.
   పాత్ర సేవలను సంతరించడానికి నివేదించడానికి

5) Impact of advertisement on Business Promotion.
   పతలాపము నివేదించడానికి

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SECTION A  (Total: 4 x 5 = 20 Marks)

Answer any FOUR questions. Each answer carries 5 marks

1) Agricultural Products
   ఉపయోగీ పాత్రాలు

2) Rythu Barosa Kendra
   వాటి నిర్మాణ సంస్థలు

3) Grading
   కొబింగాల

4) Middlemen
   మిడడమన్

5) Types of Agricultural Markets
   పాలనీయాల పదిళ్ల తరపులు

6) Storage facilities
   స్టోరే సంస్థలు

7) Contract farming
   కంట్రాక్టు ఫారంమింగ్

8) Market Information
   పాలనీయ ప్రభుత్వం

SECTION B  (Total: 3 x 10 = 30 Marks)

Answer any three questions. Each answer carries 10 Marks

1) Write about Agricultural Marketing
   ఉపయోగీ పాత్రాలు పాలనీయత

2) Discuss about Primary, Secondary and Territory Market.
   పాలక సంస్థలు, సంస్థాన సంస్థలు పాలనీయ పదిళ్ళ తరపులు

3) Write about Government programs in support of Agricultural Marketing in India.
   సర్వస్థలు మామల్లో ఉన్నాయనం ఉన్నతాల పదిళ్ళ తరపులు

4) What are the Government Apps for marketing of agriproducts?
   సర్వస్థలు వాటి ఉన్నతాల పదిళ్ళ తరపులు

5) Discuss about function of market yard.
   పాలనీయ పదిళ్ళ భావనాలు రాయబావు పదిళ్ళ తరపులు

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B.Com.(CBCS) DEGREE EXAMINATION
First Year - Second Semester
Banking Theory and Practice
(Effective from 2020-2021 Admitted Batch)

Time: 3 Hours
Maximum: 75 Marks

SECTION A  (5 x 5 = 25 Marks)

Answer any FIVE from the following EIGHT questions.
1) Kinds of Banks
2) Internet Banking
3) EXIM Bank
4) KYC Norms
5) Holder in due course
6) RTGS
7) Regional Rural Banks
8) Payment Gateways

SECTION B  (5 x 10 = 50 Marks)

Answer ONE question from each Unit

Unit-I
9) (a) Define Banking and explain functions of Commercial Banks.
(OR)

(b) Explain the role of Commercial Banks in Developing Countries.
Unit-II
10) (a) Explain Branch Banking and Unit Banking. What are their merits and demerits?
   (OR) (b) Describe the innovations in Commercial Banking in India.

Unit-III
11) (a) Explain co-operative Banks credit structure in India.
    (OR) (b) Write about NABARD and its performance.

Unit-IV
12) (a) Define Customer. Discuss the general relationship between Banker and Customer.
    (OR) (b) Discuss special features of the Banker and Customer relationship.

Unit-V
13) (a) Explain the term “Collecting Banker”. What are his duties and responsibilities?
    (OR) (b) Explain the responsibilities of Paying Banker.
Stream-B (Commerce)
SKILL DEVELOPMENT COURSE
First Year - Second Semester
LOGISTICS AND SUPPLY CHAIN MANAGEMENT
(Revised CBCS With effect from 2020-21 Admitted Batch)
Model Question Paper

Time: 1 1/2 hrs (90 Minutes)  Max. Marks: 50

SECTION A  (Total: 4 x 5 = 20 Marks)

Answer any FOUR questions. Each answer carries 5 marks

1) Logistics

2) Customer Selection

3) Supply Chain Management

4) Structure of Logistics

5) Customer Service

6) Supply Chain Demand

7) Objectives of Logistics

8) Relationship Management

SECTION B  (Total: 3 x 10 = 30 Marks)

Answer any three questions. Each answer carries 10 Marks

1) Explain different types of Supply Chain Networks.

2) Briefly explain Integrating Logistics and Customer Relationship Management.

3) Write about forecasting techniques of Supply Chain Management.

4) Explain various modes of logistics.

5) Write about Logistics process in Supply Chain Management.

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B.Com.,(CBCS)DEGREE EXAMINATION
First Year – Second Semester
BUSINESS ECONOMICS
(Effective from 2020-2021 Admitted Batch)

Time: 3 Hours

Maximum: 75 Marks

SECTION A  (5 x 5 = 25 Marks)

Answer any FIVE from the following EIGHT questions.

1) Economic activities and Non Economic activities
   ఎందుకు లక్షణాలు లేదా లక్షణాలు లేదా

2) Factors determining Demand
   దండయాత్ర లక్షణాలు లేదా

3) Production function
   కాల్పనల లక్షణాలు

4) Price discrimination
   కాల్పనల లక్షణాలు

5) Problems in measuring National Income
   విధానాల లక్షణాలు లేదా లక్షణాలు లేదా

6) Opportunity Cost
   అవకాశ లక్షణాలు

7) Demand forecasting
   దండయాత్ర అవకాశ లక్షణాలు

8) Types of Monopoly
   విధానాల లక్షణాలు లేదా

SECTION B  (5 x 10 = 50 Marks)

Answer ONE question from each Unit

Unit-I

9) (a) Define ‘Business Economics’ explain the nature and scope of Business Economics.
   బిజినెస్ ఎకోనమిక్స్ సంఖ్యాతి చరిత్ర లక్షణాలు లేదా
   (OR)

(b) Examine the relationship between Micro and Macro Economics.
   మిక్రో అండ్ మాక్రో ఎకోనమిక్స్ లక్షణాలు లేదా
Unit-II

10] (a) State the “Law of Demand” Why demand curve slope downwards?
ఉపయోగచేతన ఎంపిక, ఉపయోగచేతన ఎంపిక సరిహద్దు రాత్రించబడుతుంది.

(OR)

(b) Write about types of Elasticity of Demand.
ఉపయోగచేతన పరిరామిలకత రకాలు ఉండాలని చెప్పబడింది.

Unit-III

11] (a) Explain Law of variable proportions.
మార్గానిక పరిమితి తోడ్డవడానికి మూలం వ్యక్తి యుష్టిన వాటిని చేసి లేదా సంపన్న వాటిని ఉపయోగించడానికి ప్రామాణ్యం మూడు రెండవ పరిమిత విధానాలు ఉన్నాయి.

(OR)

(b) How Break Even Point is Fixed? What are the assumptions and limitations of it?
నింపబడిన యుష్టిన వాటిని విశ్లేషించబడింది? నింపబడిన యుష్టిన వాటిని విశ్లేషించబడింది?

Unit-IV

12] (a) What are the features of perfect competition? How is price determined under perfect competition?
పంపసౌందర్ములు పంపసౌందర్మిన నియంత్ర నియంత్రం ఉండదు? పంపసౌందర్మిన నియంత్ర నియంత్రం ఉండదు?

(OR)

(b) How is price determined under Monopoly?
పంపసౌందర్మిన నియంత్ర నియంత్రం ఉండదు?

Unit-V

యూనియన్ యుష్టిన నియంత్ర నియంత్రం ఉండదు? యూనియన్ యుష్టిన నియంత్ర నియంత్రం ఉండదు?

(OR)

(b) Explain different concepts of National Income.
యూనియన్ యుష్టిన నియంత్ర నియంత్రం ఉండదు? యూనియన్ యుష్టిన నియంత్ర నియంత్రం ఉండదు.
Answer any FIVE from the following EIGHT questions.

1) Causes of Depreciation

2) Types of Provisions

3) Features of Bills of Exchange

4) Proforma Invoice

5) Features of Joint Venture

6) Secret Reserve

7) Normal and Abnormal loss

8) Delecredere Commission

SECTION B (5 x 10 = 50 Marks)

Answer ONE from each Unit

Unit-I

9) (a) A trader purchased a machine for Rs.1,20,000 and spent Rs.30,000 towards erection. The life of the machine is estimated to be 5 years. Estimated scrap value 20,000. Prepare Machine account for three years, writing off depreciation under diminishing balance method at 10% p.a.

(b) A company acquires a lease costing Rs.40,000 for a term of 5 years. You find from the annuity table that in order to write off the lease on annuity method at 5%. Interest per annum, the amount to be written off annually as depreciation amounts to Rs.9,239. Show lease account for 5 years.
10) (a) The abstract of Trial Balance is given below.

<table>
<thead>
<tr>
<th>Balances</th>
<th>As on 31-12-07</th>
<th>As on 31-12-08</th>
</tr>
</thead>
<tbody>
<tr>
<td>Debtors</td>
<td>50,000</td>
<td>80,000</td>
</tr>
<tr>
<td>Provision for bad debts on 1.1.2007</td>
<td>2,000</td>
<td></td>
</tr>
</tbody>
</table>

Bad debts during the year 2007 and 2008 Rs.3,000 and Rs.3,500 respectively. It is a policy to maintain at 5% for doubtful debts. Prepare provision for Bad debts account and Bad debts Account for 2007 and 2008.

(OR)

(b) A firm desire to debit its profit and loss account with a uniform figure every year in respect of repairs and renewals. In creating a repairs and renewals provision by charging Rs.90,000 every year. Actual repairs were Rs.10,000 in 2012, Rs.25,000 in 2013, Rs.55,000 in 2014, Rs.1,20,000 in 2015. Show provision for repairs and renewals account.


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11) On 1st January, 2015, 'X' sells goods to 'Y' for Rs.8,000 and draws two bills of exchange on him. The first for Rs.5,000 for one month the second for Rs.3,000 for 2 months Y accepts and returns these bills to X first bill retained with him till the due date. Second bill discounted with the bank at 12% on the same day. Pass journal entries in the books of X and Y assuming that both the bills are met on their due date.

**OR**

(b) Hari sells goods for 10,000 to Mohan on 1st January, 2015 and on the same day draws a bill on Mohan at 3 months for the amount. Mohan accepts it and returns it to Hari, who discounted it on 3rd January, 2015 with his bank at 6% p.a. The acceptance is dishonoured on due date. Noting charges paid by bank being Rs.60. Write journal entries in the books of Hari.

12) (a) Anand sends out a consignment of the value of Rs.5,000 to Balan drawing on the latter for Rs.4,000 as on advance against the same. Anand pays Rs.50 for freight. Balan clears the goods by paying Rs.250 for import duty. Balan sells the whole lot for Rs.8,500. His commission being 5% on gross sales. Balan sends out accounts sales and draft to Anand for the balance. Journalise the transactions and prepare ledger accounts in the books of Anand.

### OR

(b) Ramana of Hyderabad consigned goods costing Rs.12,000 at a proforma invoice price, which 25% above the cost to Ravi at Madras. Ramana paid Rs.600 for expenses Ravi accepted a bill for Rs.3,000 drawn by Ramana as advance. Ramana received the account sales showing that 4/5th of goods were sold for Rs.13,000 Ravi deducted his expenses of Rs.300 and commission 5% and sent a bank draft for the balance due. Prepare necessary ledger accounts in the books of Ramana.
13) (a) Ashok and Basha were partners in a Joint Venture sharing profits and losses in the ratios of 4/5 and 1/5 respectively. Ashok supplies goods to the value of Rs.5,000 and incurs expenses amounting to Rs.400. Basha supplies goods to the value of Rs.4,000 and his expenses amounted to Rs.300. Bhasa sells goods on behalf of the venture and realises Rs.12,000. Basha is entitled to a commission of 5% on sales. Basha settles his account by draft.

Give journal entries and ledger accounts in the books of Ashok.

(b) A and B took jointly to construct a building for Rs.3,00,000. Joint bank account was opened. A paid Rs.1,00,000 and B paid Rs.50,000 into bank. Profits and losses to be shared in the ratio of 2:1 the construction details were:

Wages Rs.80,000, materials Rs.1,60,000. Materials supplied by ‘A’ Rs.10,000 and by ‘B’ Rs.8,000. Architect fee paid by A Rs.4,000. The contract was completed and the contract amount received the closing stock was valued of Rs.10,000 which was taken by B. Prepare necessary accounts.

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