

**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Common paper for General & Honours Only)**  
**Subject: Foreign Trade**  
**Paper: 103**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. Types of Foreign Trade
2. Difference between Balance of Trade and Current Account
3. Special Economic Zones (SEZ).
4. Trade Blocs.
5. Trans-Pacific Partnership (TPP).
6. Functions of World Bank.
7. Technological Disequilibrium.
8. Types of Trade Policy.

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 12 = 60 Marks)**

9. (a) Explain the shipping documents used in Foreign Trade.  
(OR)  
(b) Define Bills of Exchange and state its features and demerits.
10. (a) Explain about Balance of Payments Definition, Meaning and its importance.  
(OR)  
(b) What are the reasons for the Deficit in Current and Capital Account?
11. (a) Write about the meaning, and importance of Trade Policy.  
(OR)  
(b) Describe about the Evolution of Foreign Trade in India?
12. (a) Write a brief note on growth and significance of Foreign Trade in context to Indian Economy.  
(OR)  
(b) Briefly explain about the advantages and dis-advantages of Trade Blocs.
13. (a) State the objectives and agreements of WTO.  
(OR)  
(b) Briefly explain about the objectives and functions of International Monetary Fund (IMF).

**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Only for Computer Applications)**  
**Subject: Fundamentals of Information Technology**  
**Paper: DSC – 103**

**Time: 2 Hours**

**Max. Marks: 50**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 2 = 10 Marks)**

1. Dumb Terminal
2. LCD Monitor
3. RAM Vs ROM
4. DoS
5. Compiler
6. Spread Sheet
7. CD and its types
8. Fiber Optics

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 8 = 40 Marks)**

9. (a) Write about Classification of Computers?  
(OR)  
(b) Explain about different types of Printers?
10. (a) What is Number System. Explain the types of Number System.  
(OR)  
(b) Explain various Secondary Storage Devices.
11. (a) Define Software. What are the types of S/W?  
(OR)  
(b) Write about the Programming languages in terms of generation.
12. (a) Write about the Operating System and its functions.  
(OR)  
(b) Explain the features of Windows Operating System.
13. (a) What is Networking. Explain the types of Networks.  
(OR)  
(b) Define Protocol. Explain various Web Security Protocols.

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**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Only for Advertising)**  
**Subject: Marketing Management**  
**Paper: 103**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. Marketing Myopia
2. Concentrated Market
3. Industrial Marketing
4. Product Mix
5. Personal Selling
6. Marketing of Services
7. Brand
8. Online Marketing

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 12 = 60 Marks)**

9. (a) What is the role of Marketing in economic development.  
(OR)  
(b) How does Macro Environmental Factor affect Marketing Decision? Explain.
10. (a) Explain the concept of Target Marketing and it's importance.  
(OR)  
(b) What do you mean by Positioning? Explain how products can be positioned.
11. (a) What are the factors influencing Consumer Buying Behavior? Explain.  
(OR)  
(b) Discuss the difference between the Organizational Buying Behavior and Consumer Buying Behavior.
12. (a) Explain in detail the steps involved in New Product Development.  
(OR)  
(b) Define Price. Explain the objectives of Pricing and factors influencing Pricing Decisions.
13. (a) Define Advertising. Explain various types of Advertising.  
(OR)  
(b) List out the Marketing Intermediaries. What are their functions? Discuss.

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**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Only for Foreign Trade)**  
**Subject: Introduction to International Business**  
**Paper: 103**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. Explain the importance and nature of the International Business?
2. What do you mean by Socio-Cultural Environment?
3. What are the advantages of Internationalization?
4. What do you understand by Counter Trade?
5. Write a note on Terms of Trade.
6. What do you understand by Regional Economic Grouping?
7. What are different types of Modes of Technology transfer in International Business?
8. What are the objectives of IMF?

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 12 = 60 Marks)**

9. (a) Explain about different Stages of Internationalization.  
(OR)  
(b) What are the various Modes of Entry into International Business?
10. (a) How is International Business contributing to Environmental Degradation? Explain.  
(OR)  
(b) Discuss in detail the environmental factors that affect International Business.
11. (a) Explain in detail about the European Union.  
(OR)  
(b) Write a note on Pricing and Regulation in International Business.
12. (a) What are the objectives and functions of WTO?  
(OR)  
(b) Write explanation note on following:  
(i) Free Trade and Gain from trade (ii) GATS (iii) UNCTAD
13. (a) What do you understand by Protectionism with respect to World Trade? Explain in detail.  
(OR)  
(b) What do you mean by tariff barriers and non-tariff barriers? Explain different types of tariff and non-tariff barriers.

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**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Only for Tax Procedure)**  
**Subject: Income Tax**  
**Paper – 103**

**Time: 3 Hours**

**Max. Marks: 80**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 4 = 20 Marks)**

1. Tax Evasion
2. Resident
3. Agricultural Income
4. Fringe Benefits
5. Composite Rent
6. GAV
7. Depreciation
8. Profession

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 12 = 60 Marks)**

9. (a) Explain Resident, Non-resident and Resident but not Ordinarily Resident in India.  
(OR)  
(b) Explain exempted income under Section 10 of the Income Tax Act.
10. (a) Explain Agricultural and Non-Agricultural Income.  
(OR)  
(b) Explain integration of Agricultural and Non-Agricultural Income with an example.
11. (a) Explain Perquisites and Tax Liability.  
(OR)  
(b) Compute Taxable Salary Income of Mr. Z for the A.Y.2024-25. Basic pay Rs.60,000 p.m. D.A. 27 percent of Basic Pay Bonus one month salary. HRA 24 percent of Salary. Rent Paid Rs.25,000 p.m. He is working at Hyderabad in a Private Company. He received Foreign Allowance of Rs.40,000 p.a. Fixed Medical Allowance Rs.2,000 pm. Lunch Allowance Rs.200 pm. The employer provided with Big Motor Car facility. The car is used partly office and partly for private use. The car driver facility is also provided. The contribution employer in RPF is 15 percent of Salary. The Employee Contribution in RPF is also to the same extent.
12. (a) Explain GAV, NAV, FRV and standard Rent with suitable example.  
(OR)  
(b) Compute Taxable Income from House Properties of MR.Y. for the A.Y. year 2024-2025.
  - (i) He is the owner of the House Property at Hyderabad. He is staying in his own house. The MV is Rs.30 lakhs. He has taken Housing Loan of Rs.40 lakhs. The interest paid on the Housing Loan is Rs.2,50,000 p.a.
  - (ii) He is the owner of the House Property at Hyderabad. He has given the House Property on Let Out basis. The MV is Rs.30 lakhs. The FRV is Rs.40 lakhs. The Rent received is Rs.45 lakhs He has taken Housing Loan of Rs.40 lakhs. The interest paid on the Housing Loan is Rs.2,50,000 p.a.

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13. (a) Compute Depreciation of an Asset with an example.

(OR)

(b) Compute Business Income for the A.Y. 2024-2025.

**The Profit and Loss Account is depicted as under**

Debit Side	Amount in Rs.	Credit Side	Amount in Rs.
To Salaries	15,00,000	By Gross Profit	70,00,000
To Rent	2,00,000	By Interest on Securities	1,00,000
To Advertisement	1,00,000	By Rent from HP	1,00,000
To GST	1,00,000	By Bank Interest	1,00,000
To Income Tax	2,00,000		
To Bad Debts	2,00,000		
To Provision for Repair	2,00,000		
To Repairs	1,00,000		
To Gifts to Son in Law	50,000		
To General Expenses	20,00,000		
To Depreciation	50,000		
To Penalties	1,00,000		
To Profit	25,00,000		
	<b>73,00,000</b>		<b>73,00,000</b>

**Adjustments:**

- (i) The Salary includes Rs.20,00,000 towards the domestic servants.
- (ii) Discount received Rs.3,00,000 not credited in P&L Account.
- (iii) General Expenses includes Rs.1,00,000 toward the personal use.
- (iv) Discount allowed is Rs.2,00,000 not debited in the P&L Account.

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**FACULTY OF COMMERCE**  
**B. Com. (CBCS) I - Semester Examination, December 2024**  
**(Only for Business Analytics)**  
**Subject: Data Driven Decision Making**  
**Paper: 103**

**Time: 2 Hours**

**Max. Marks: 50**

**PART – A**  
**(Short Answer Type)**

**Note: Answer any five questions.**

**(5 x 2 = 10 Marks)**

1. Proactive Decision Making
2. Data Driven Decision Making
3. NOSQL
4. Meta Data
5. Requirements gathering process
6. Data Mining
7. Relation Database Management System
8. Write about any two ways as to how the data enters the Organization

**PART – B**  
**(Essay Answer Type)**

**Note: Answer all the questions.**

**(5 x 8 = 40 Marks)**

9. (a) Explain how Data can benefit the Organization.  
(OR)  
(b) Describe the advantages of Data Driven Decision Making.
10. (a) Identify and discuss the categories of analytical people.  
(OR)  
(b) Discuss the principles of Business Analysis.
11. (a) Explain the key aspects of ACID and explain its benefits.  
(OR)  
(b) What is Hadoop? Explain the uses of Hadoop.
12. (a) What is Data Life Cycle? Explain the stages of Data Life Cycle.  
(OR)  
(b) Discuss the forms Data takes as it is stored and used within the Organization.
13. (a) What is Customer Journey Map? Explain as to how requirement gathering fits with the development of a Customer Journey Map?  
(OR)  
(b) Analyze why Requirement Gathering Process is critical for proper analysis.

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(Common paper for All Streams)

**Subject : Foreign Trade**  
**Paper - 103**

**Time : 3 Hours**

**Max Marks : 80**

అ - భాగం

సూచన: ఈ క్రింది ఏదేని ఐదు ప్రశ్నలకు సమాధానములు వ్రాయండి.

(5×4 = 20 మార్కులు)

1. విదేశీ వాణిజ్య రకాలు
2. బ్యాలెన్స్ ఆఫ్ ట్రేడ్ మరియు కరెంట్ అకౌంట్ మధ్య వ్యత్యాసం
3. ప్రత్యేక ఆర్థిక మండలాలు (SEZ)
4. ట్రేడ్ బ్లాక్స్
5. ట్రాన్స్-పసిఫిక్ పార్టనర్షిప్ (TPP)
6. ప్రపంచ బ్యాంకు విధులు
7. సాంకేతిక అసమతుల్యత
8. వాణిజ్య విధానం రకాలు

ఆ - భాగం

సూచన: అన్ని ప్రశ్నలకు సమాధానములు వ్రాయండి.

(5×12 = 60 మార్కులు)

9. ఎ. విదేశీ వాణిజ్యంలో ఉపయోగించే షిప్పింగ్ పత్రాలను వివరించండి.

**లేదా**

బి. మార్పిడి బిల్లులను నిర్వచించండి. దాని లక్షణాలు మరియు లోపాలను పేర్కొనండి.

10. ఎ. బ్యాలెన్స్ ఆఫ్ పేమెంట్స్ నిర్వచనం, అర్థం మరియు దాని ప్రాముఖ్యత గురించి వివరించండి.

**లేదా**

బి. వాడుక ఖాతా మరియు మూలధన ఖాతాలో లోటుకు కారణాలు ఏమిటి?

11. ఎ. వాణిజ్య విధానం యొక్క అర్థం, రకాలు మరియు ప్రాముఖ్యత గురించి వ్రాయండి.

**లేదా**

బి. భారతదేశంలో విదేశీ వాణిజ్యం యొక్క పరిణామం గురించి వివరించండి?

12. ఎ. భారత ఆర్థిక వ్యవస్థ విదేశీ వాణిజ్యం యొక్క వృద్ధి మరియు ప్రాముఖ్యతపై సంక్షిప్త గమనికను వ్రాయండి.

**లేదా**

బి. ట్రేడ్ బ్లాక్ల ప్రయోజనాలు మరియు అప్రయోజనాల గురించి క్లుప్తంగా వివరించండి.

13. ఎ. ప్రపంచ వాణిజ్య సంస్థ (WTO) యొక్క లక్ష్యాలు మరియు ఒప్పందాలను పేర్కొనండి.

**లేదా**

బి. అంతర్జాతీయ ద్రవ్య నిధి (IMF) యొక్క లక్ష్యాలు మరియు విధుల గురించి క్లుప్తంగా వివరించండి.

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**B.Com (CBCS) I-Semester Examination, December-2024**

**(Common Paper for All Streams)**

**Subject : Foreign Trade**

**Paper : 103**

**Time : 3 Hours**

**Max: Marks : 80**

**حصہ۔ الف (5x4 = 20 Marks)**

**نوٹ : کوئی پانچ (5) سوالات کے جوابات لکھئے۔**

1. غیر ملکی تجارت کی اقسام
2. Balance of Trade اور چالوکھاتے کے درمیان فرق
3. خصوصی معاشی زون (SEZ)
4. تجارتی Blocs
5. Trans-Pacific شراکت داری (TPP)
6. عالمی بینک کے افعال
7. ٹکنالوجیکل عدم توازن
8. ٹریڈ پالیسی کی اقسام

**حصہ۔ ب (5x12 = 60 Marks)**

**نوٹ : تمام سوالات کے جوابات لکھئے۔**

9. (a) غیر ملکی تجارت میں جہازی دستاویزات جو استعمال ہوتے ہیں، اس کو سمجھائیے۔

یا

(b) Bills of Exchange سے کیا مراد ہے۔ اس کی خصوصیات اور فوائد بیان کرو۔

10. (a) Balance of Payment کے معنی، تعریف اور اہمیت سمجھائیے۔

یا

(b) کن وجوہات کی بناء پر چالو اور سرمائے کھاتے میں Deficit آتا ہے۔ بحث کیجئے۔

- 2 -

11. (a) ٹریڈ پالیسی کے معنی اور اہمیت پر تفصیل سے لکھئے۔

یا

(b) غیر ملکی تجارت کی ہندوستان میں ترقی کو تفصیلی بیان کرو۔

12. (a) ہندوستانی معیشت میں غیر ملکی تجارت کی نشوونما اور اہمیت پر مختصر نوٹ لکھئے۔

یا

(b) Trade Blocs کے فوائد اور نقصانات کو مختصراً سمجھائیے۔

13. (a) WTO کے مقاصد اور معاہدات بیان کرو۔

یا

(b) عالمی زری فنڈ (IMF) International Monetary Fund کے مقاصد اور افعال مختصراً سمجھائیے۔

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