(i)   Printed Pages : 3   Roll No. ....

(ii)   Questions   : 2   **Sub. Code :** 1 2 5 1 1
                           Exam. Code :   5 0 2 1

Bachelor of Commerce (FYUP) 1st Semester

(2124)

PUNJABI

Paper : Compulsory Punjabi [PUN–121]

Time Allowed : Three Hours]   **[Maximum Marks : 45**

ਯੂਨਿਟ–I

1. (ੳ) 'ਪਰਿੰਦੇ ਜਾਣ ਹੁਣ ਕਿੱਥੇ' ਨਾਟਕ ਦਾ ਸਾਰ ਲਿਖੋ।   8

    (ਅ) 'ਪਰਿੰਦੇ ਜਾਣ ਹੁਣ ਕਿੱਥੇ' ਨਾਟਕ ਦੇ ਕਲਾਤਮਕ ਪੱਖ ਤੇ ਵਿਚਾਰ ਚਰਚਾ ਕਰਦੇ ਹੋਏ ਇਸਨੂੰ ਸਾਹਿਤਿਕ ਪੱਧਰ ਤੇ ਪਰਖੋ।

ਜਾਂ

    'ਪਰਿੰਦੇ ਜਾਣ ਹੁਣ ਕਿੱਥੇ' ਨਾਟਕ ਦੀ ਪਾਤਰ 'ਇਨੈਡੀ' ਹਰਬੰਸ ਕੌਰ ਦਾ ਪਾਤਰ ਚਿਤਰਨ ਕਰੋ।   8

    (ੲ) ਕਿਸੇ **ਇੱਕ** ਵਾਰਤਾਲਾਪੀ ਟੁਕੜੇ ਦੀ ਪ੍ਰਸੰਗ ਸਹਿਤ ਵਿਆਖਿਆ ਕਰੋ :

    "ਓਏ! ਜਾਣ ਦੇ ..... ਜਾਣ ਦੇ ...... ਗੱਲਾਂ ਤਾਂ ਔਂ ਕਰਦਾ ਜਿਮੇਂ ਪਸਿੰਦ ਕਰਨ ਇਹੀ ਗਿਆ ਹੋਵੇ ...... ਹਾਲੇ ਕੱਲ੍ਹ ਤਾਂ ਆਈ ਐ ਉਹ ..... ਤੈਂ ਕਿੱਥੇ ਦੇਖ ਲਈ ਐਨੀ ਨੀਝ ਲਾ ਕੇ।"

ਜਾਂ

"ਨਾਂ ਦੁੱਕੀ ਤਿੱਕੀ ਜਾਤ ਤੋਂ ਤੇਰਾ ਕੀ ਮਤਲਬ ਐ ..... ਜਦ ਕਣਕ ਦੀ ਵਾਢੀ ਪੈਂਦੀ ਐ ਤਾਂ ਤਿੱਖੀ ਦੁਪਹਿਰੇ ਤੇਰੇ ਅਰਗਿਆਂ ਦੀ ਜੀਭ ਬਾਹਰ ਨਿਕਲੀ ਹੁੰਦੀ ਐ। ਉਦੋਂ ਮਸ਼ਕਾਂ 'ਚ ਠੰਢਾ ਪਾਣੀ ਭਰਕੇ ਕੌਣ ਪਹੁੰਚਦੈ .... ਇਹੀ ਫੱਤਾ ਝੀਰ ਦੁੱਕੀ ਤਿੱਕੀ।"   4

ਯੂਨਿਟ–II

2. (ੳ) ਹੇਠ ਲਿਖੀ ਤਕਨੀਕੀ ਸ਼ਬਦਾਵਲੀ ਵਿੱਚੋਂ ਕਿਸੇ **ਪੰਜ** ਦਾ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ :

Psycho-analysis, Dispute, Economy, Habitat, Integrated, Kinship, Paradox.   5×1=5

(ਅ) ਹੇਠ ਲਿਖਿਆਂ ਵਿੱਚੋਂ ਕਿਸੇ **ਪੰਜ** ਮੁਹਾਵਰਿਆਂ ਨੂੰ ਵਾਕਾਂ ਵਿੱਚ ਵਰਤੋ :

ਸਿਰ ਖਪਾਈ ਕਰਨਾ, ਹਿੱਕ ਤੇ ਸੱਪ ਲੇਟਣਾ, ਅੱਖਾਂ ਫੇਰ ਲੈਣੀਆਂ, ਉਸਤਾਦੀ ਕਰਨੀ, ਆਕਾਸ਼ ਨੂੰ ਛੂਹਣਾ, ਇੱਕ ਅੱਖ ਨਾਲ ਦੇਖਣਾ, ਸਿਰ ਖਾਣਾ।   1×5=5

(ੲ) ਆਪਣੇ ਜ਼ਿਲ੍ਹੇ ਦੇ ਡਿਪਟੀ ਕਮਿਸ਼ਨਰ ਨੂੰ ਉਸਦੇ ਦਫਤਰ ਦੇ ਕਲਰਕ ਵਲੋਂ ਮੰਗੀ ਰਿਸ਼ਵਤ ਸਬੰਧੀ ਸ਼ਿਕਾਇਤ ਲਈ ਪੱਤਰ ਲਿਖੋ।

ਜਾਂ

ਤੁਸੀਂ ਆਪਣਾ ਮੱਛੀ ਫਾਰਮ ਖੋਲ੍ਹਣਾ ਚਾਹੁੰਦੇ ਹੋ। ਉਸ ਲਈ ਮਿਲਣ ਵਾਲੇ ਕਰਜ਼ੇ ਤੇ ਮਿਲਣ ਵਾਲੀ ਸਬਸਿਡੀ ਸਬੰਧੀ, ਨਿਰਧਾਰਤ ਸ਼ਰਤਾਂ ਦੀ ਜਾਣਕਾਰੀ ਲੈਣ ਲਈ ਬੈਂਕ ਦੇ ਮੈਨੇਜਰ ਨੂੰ ਪੱਤਰ ਲਿਖੋ।   5

(ਸ) ਨਵੇਂ ਖੁੱਲ੍ਹੇ 'ਹੈਲਥ ਸੈਂਟਰ' ਸਬੰਧੀ ਅਖਬਾਰ ਵਿੱਚ ਦੇਣ ਲਈ ਇਸ਼ਤਿਹਾਰ ਲਿਖੋ।

<p style="text-align:center">ਜਾਂ</p>

ਦਸਵੀਂ ਤੋਂ ਬਾਰ੍ਹਵੀਂ ਤੱਕ ਦੀਆਂ ਕਲਾਸਾਂ ਦੇ ਸਾਰੇ ਵਿਸ਼ਿਆਂ ਲਈ ਖੋਲ੍ਹੇ ਟਿਊਸ਼ਨ ਸੈਂਟਰ ਸਬੰਧੀ ਅਖਬਾਰ ਵਿੱਚ ਦੇਣ ਲਈ ਇਸ਼ਤਿਹਾਰ ਲਿਖੋ।

5

(ਹ) ਹੇਠ ਲਿਖੇ ਪੈਰ੍ਹੇ ਦਾ ਪੰਜਾਬੀ ਅਨੁਵਾਦ ਕਰੋ :

Today environmental pollution has become a great health hazard. So much so that man's existence is threatened, man's callous treatment of nature has brought the situation to this pass, vehicular smoke and smoke from factory chimneys has left the air unfit to breathe in. Water too is contaminated.

5

Bachelor of Commerce 1st Semester

(2124)

HISTORY AND CULTURE OF PUNJAB

(History & Culture of Punjab from the Earliest Times to 1849)

(Common with BBA 1st Sem. BCA 3rd Semester)

Paper : BCM–101–B (In English/Hindi Mediums)

Time Allowed : Three Hours]   [Maximum Marks : 45

Note :—(1) Attempt **FIVE** questions in all.

(2) Question No. **1** (Unit–I) is compulsory.

(3) Attempt **ONE** question from each unit.

(4) An outline map of Punjab is attached herewith.

UNIT—I

1. Answer any **FIVE** questions of the following in about **20-30** words each :

(1) Name two Gods of Harappan Culture.

(2) What is Sabha and Samiti ?

(3) Who was Jamali ?

(4) Name the two main sects of Jainism.

(5) Who was Bindusara ?

(6) Name the four books of Kalidas.

(7) Write two reasons for the rise of the Bhakti Movement.

(8) Name the wife and children of Guru Nanak Dev Ji.

(9) What do you mean by Miri-Piri ?

(10) What is Sarbat Khalsa ?   5×1=5

UNIT—II

2. Describe the Social, Religious, Economic life of Harappan
    Civilization.   10

OR

3. Describe the Social, Religious and Economic life of Vedic
    Age.   10

UNIT—III

4. Describe the political history of Punjab during the Gupta
    age.   10

OR

5. Write the note on main features of the Bhakti Movement. 10

UNIT—IV

6. What do you know about the teachings of Guru Nanak
    Dev Ji ?   10

OR

7. Describe the main causes of martyrdom of Guru Teg Bahadur
    Ji and its impact.   10

UNIT—V

8. Describe the achievements of Banda Bahadur.   10

OR

9. On outline map of Punjab, show the following places and
    write explanatory notes on any **two** :

    Harappa, Ropar, Lahore, Tarn-Taran and Khadur Sahib.
                                                      6+4=10

(हिन्दी माध्यम)

नोट :— (1) कुल **पाँच** प्रश्न हल करें।

(2) प्रश्न संख्या **1** (यूनिट-I) अनिवार्य है।

(3) प्रत्येक यूनिट में से **एक** प्रश्न हल करें।

(4) पंजाब का रूपरेखा मानचित्र संलग्न है।

यूनिट–I

1. निम्नलिखित में से किन्हीं **पाँच** प्रश्नों के उत्तर लगभग **20-30** शब्दों में दें :

(1) हड़प्पा संस्कृति के दो देवताओं के नाम बताएँ।

(2) सभा और समिती क्या है ?

(3) जमाली कौन था ?

(4) जैन धर्म के दो मुख्य संप्रदायों के नाम बताएँ।

(5) बिंदुसार कौन था ?

(6) कालिदास की चार पुस्तकों के नाम बताएँ।

(7) भक्ति आंदोलन के उदय के दो कारण लिखिये।

(8) गुरू नानक देव जी की पत्नी और बच्चों के नाम बताइये।

(9) मीरी-पीरी से आपका क्या अभिप्राय है ?

(10) सरबत खालसा क्या है ?   5×1=5

यूनिट–II

2. हड़प्पा सभ्यता के सामाजिक, धार्मिक, आर्थिक जीवन का वर्णन करें।   10

अथवा

3. वैदिक युग के सामाजिक, धार्मिक और आर्थिक जीवन का वर्णन करें।   10

यूनिट–III

4. गुप्त काल के दौरान पंजाब के राजनीतिक इतिहास का वर्णन करें ।　　　　　　　　　　10

अथवा

5. भक्ति आंदोलन की मुख्य विशेषताओं पर टिप्पणी लिखें ।　10

यूनिट–IV

6. गुरू नानक देव जी की शिक्षाओं के बारे में आप क्या जानते हैं ?　　　　　　　　　　　10

अथवा

7. गुरू तेग बहादुर जी की शहादत के मुख्य कारणों और उसके प्रभाव का वर्णन करें ।　　　　　　　　10

यूनिट–V

8. बंदा बहादुर की उपलब्धियों का वर्णन करें ।　　　10

अथवा

9. पंजाब के रेखा मानचित्र पर निम्नलिखित स्थानों को दर्शाइए तथा किन्हीं **दो** पर व्याख्यात्मक टिप्पणी लिखिये :

हड़प्पा, रोपड़, लाहौर, तरनतारन तथा खडूर साहिब ।　6+4=10

Bachelor of Commerce (FYUP) 1ˢᵗ Semester

(2124)

PSYCHOLOGY FOR MANAGERS

Paper : NBCM102 (Same with B.A. 1ˢᵗ Semester)

Time Allowed : Three Hours]   [Maximum Marks : 80

Note :— Attempt **FOUR** questions from Section-A (5 marks each).
Attempt **TWO** questions each from Sections-B & C
respectively (**15 marks each**).

SECTION—A

1.   Define values and list their types.

2.   Explain the concept of individual behavior in organizations.

3.   Define personality in the context of Organizational Behavior.

4.   What is meant by interpersonal behavior ?

5.   What is the difference between intrinsic and extrinsic
     motivation ?

6.   Define morale in an organizational setting.   4×5=20

SECTION—B

7. Define Organizational Behavior (OB). Why is OB important for managers in today's business environment ?

8. Explain the components of attitude. How does an employee's attitude affect their job performance ?

9. Discuss the impact of personality and perception on individual behavior at the workplace.

10. Explain the various models of individual behavior. How can these models be applied to improve employee performance ?

2×15=30

SECTION—C

11. Discuss Maslow's Hierarchy of Needs theory and its application in motivating employees in modern organizations.

12. Outline the stages of conflict. At which stage is conflict easiest to resolve, and why ?

13. How can effective interpersonal behavior contribute to a positive organizational culture ?

14. Discuss the different leadership styles. How does a manager's leadership style affect team performance ?

2×15=30

Bachelor of Commerce (FYUP) 1st Semester
(2124)
PRINCIPLES OF FINANCIAL ACCOUNTING
Paper : NBCM101 (Same with B.A. 1st Semester)

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :—Attempt any **FOUR** questions from Section A, each question carries **5** marks. Attempt **TWO** questions each from Sections B and C respectively, each question carries **15** marks.

SECTION—A

1. Define Accounting and explain various branches of Accounting.

2. Differentiate between Accrual basis of Accounting and Cash basis of Accounting.

3. A and Co. Limited having its Head Office at Delhi with Branches at Lucknow and Allahabad closes its annual accounts on 31st December, when the following transactions have taken place :

   (a) Remittances of Rs. 4,500 made by Lucknow Branch to its Head Office on 30th December, received by Head Office on 5th January (next year).

(b) Goods valued Rs. 2,200 despatched by Allahabad Branch on 27th December, under instructions from the Head Office and received by the Lucknow Branch on 30th December.

(c) Depreciation amounting to Rs. 1,100 on Lucknow Branch Fixed Assets when accounts of such assets are maintained at the Head Office.

(d) Goods worth Rs. 9,000 despatched by Head Office to Allahabad Branch on 30th December, received by that branch on 7th January (next year).

Pass adjusting Journal Entries in the books of Head Office and Branches.

4. Department R sells goods to Department S at a profit of 25% on cost and Department T at 10% profit on cost. Department S sells goods to R and T at a profit of 15% and 20% on sales respectively. Department T charges 20% and 25% profit on cost to Department R and S respectively.

Department managers are entitled to 10% commission on net profit subject to unrealized profit on departmental sales being eliminated. Department profits after charging manager's commission, but before adjustment of unrealized profits, are as under :

Department R — 54,000; Department S — 40,500;
Department T — 27,000.

Stocks lying at different departments at the end of the year are as under :

	Deptt. R (Rs.)	Deptt. S (Rs.)	Deptt. T (Rs.)
Transfer from Department R	—	22,500	16,500
Transfer from Department S	21,000	—	18,000
Transfer from Department T	9,000	7,500	—

Find out the correct departmental profit after charging manager's commission.

5. Prepare Provision for Bad Debts Account for two years with the help of following information :

Provision as on 1-4-2022	Rs. 1,500
Sundry debtors as on 31-3-2023	Rs. 60,000
Provision required as on 31-3-2023	5% on debtors
Sundry debtors as on 31-3-2024	Rs. 50,000
Bad debts written off during 2024	Rs. 500
Provision required as on 31-3-2024	5% on debtors

6. The Bharat Mining Company holds a lease of a coal mine for a period of 20 years, commencing from 1st April, 2018. The lease provided for the payment on 15th April, 2019 and (annually thereafter) a royalty of Rs. 2 per ton on coal produced in the previous year subject to a minimum rent of Rs. 8,000 per year. Shortworkings of each other can be

recouped out of royalty in excess of the minimum rent for the next two years only. In the year of strike the minimum rent was to be regarded as having been reduced proportionately having regard to the length of stoppage. The first year in respect of which minimum rent was payable expired on 31st March, 2019. The excess paid for the first year was Rs. 3,750, of the second year Rs. 3,000. In the third year the surplus was Rs. 3,200 and of the fourth year Rs. 4,000. In the fifth year actual royalties amounted to Rs. 14,000 and in the sixth year Rs. 7,500 only. During the sixth year there was a stoppage due to strike lasting three months.

Prepare analytical table showing royalty, short working, surplus, recoupable, unrecoupable and payment to landlord.

SECTION—B

7. Explain Indian GAAP and discuss accounting concepts and conventions.

8. (a) Explain Accounting procedure of Branch Accounting under Debtors systems.

   (b) Explain Accounting procedure of Departments Accounting.

9. Hari Traders invoices goods to its branch at Delhi at cost. Goods are generally sold by the branch at a profit of 10% of cost. From the following information, prepare Branch

Account to find out profit/loss of the branch and also give necessary working notes :

	Opening Balance (Rs.)	Closing Balance (Rs.)
Branch Stock	5,000	?
Branch Debtors	7,500	?
Branch Furniture	4,000	—
Branch Salary Outstanding	2,500	—
Branch Cash	—	250

	Rs.		Rs.
Goods sent to Branch	50,000	Credit Sales	30,000
Goods Received by Branch	47,500	Cash received from Debtors	27,500
Cash sent to Branch for Expenses	12,500	Discount	3,000
Actual Branch Expenses (including Branch Salary Outstanding)	14,500	Cash sent to Branch for Direct Purchases from local market	10,000
Cash Sales	25,000	Cost of direct purchases	12,500

Cash remitted by branch to H.O., Rs. 2,750 was not received till close of the accounting period by H.O. Provide 10% depreciation on Furniture.

10. A company has two departments A and B. Department A sells goods to Department B at normal market price. From the following particulars, prepare a Departmental Trading and Profit & Loss Account for the year ended 31st March, 2024 :

	A Dept. (Rs.)	B Dept. (Rs.)	General Total (Rs.)
Opening stock	15,000	Nil	
Purchases	2,50,000	40,000	
Goods from A Dept.	—	40,000	
Wages	15,000	20,000	
Salaries (Departments)	7,000	5,000	
Closing stock at cost of the Dept.	80,000	20,000	
Sales	2,60,000	1,45,000	
Printing & Stationery	2,500	1,500	
Machinery	—	15,000	
Advertisements	—	—	12,000
Salaries (General)	—	—	18,000

Depreciate machinery by 10%, General unallocated expenses are to be apportioned in the ratio of 2 : 1 to the departments A and B.

SECTION—C

11. Explain why there is need of adjustments at the end of financial year; also discuss various types of adjustments and their accounting procedure for preparation of Final Accounts.

12. Define joint venture and explain accounting procedure followed for Joint Venture Account.

13. A, B and C carrying on business as merchants and sharing profits and losses in the ratio of 2:2:1, dissolved their firm as on February 16, 2024 on which date their Balance Sheet was as follows :

Liabilities :		Rs.
Sundry Creditors		20,000
Profit & Loss Account		10,000
J.L.P. Reserve		8,000
Mrs. A's Loan		3,000
Advance from C		1,000
Capital A/cs :	Rs.	
A	15,000	
B	14,000	
C	2,000	31,000
		73,000
Assets :		Rs.
Cash		4,500
Stock		16,000
Debtors	10,000	
Less : Provision for Doubtful Debts	500	9,500
Joint Life Policy		11,000
Premises		26,000
A's Drawings		1,000
C's Drawings		5,000
		73,000

Note : A bill of Rs. 800 received from P is under discount.

The assets except cash and joint life policy were sold to a Company for Rs. 45,500 cash. The policy was surrendered for and sum of Rs. 10,800 was received. P proved insolvent and a sum of Rs. 500 was received from his estate. Sundry creditors were paid Rs. 19,500 in full settlement. Realisation expenses amounted to Rs. 3,000.

C was declared insolvent. His private estate was worth Rs. 5,000 and his personal liabilities amounted to Rs. 4,900. An unrecorded asset worth Rs. 2,550 was given as a gift to the manager of the firm for services rendered by him.

Prepare Realisation Account, and Partners' Capital Accounts.

14. On 1st September, 2024 goods costing Rs. 33,000 were consigned by A to his agent B at proforma invoice of 20% profit on cost. A paid insurance and freight charges amounting to Rs. 1,250. B was allowed Rs. 3,000 per annum being the establishment cost; 5% commission on gross sales and 3% Del Credere commission on credit sales. He was also allowed 5% of the net profit as extra commission after charging such commission. B made an expense of Rs. 255 as landing charges.

Upto 31st December, 2024 $\frac{3}{4}$th of the goods were sold at

$33\frac{1}{3}$% profit on cost, half of which were credit sales and $\frac{1}{2}$

of the balance of goods were destroyed by fire and a claim lodged for Rs. 4,000 was settled at a discount of 20%.

You are required to prepare Consignment Account and Abnormal Loss Account in the books of A.

(i)   **Printed Pages: 2**   Roll No. ....

(ii) **Questions   : 14**   **Sub. Code :** | 1 | 2 | 5 | 0 | 3 |

                                                Exam. Code : | 5 | 0 | 2 | 1 |

Bachelor of Commerce (FYUP) 1ˢᵗ Semester
(2124)

MICRO ECONOMICS

Paper : NBCM103

Time Allowed : Three Hours]   **[Maximum Marks : 80**

Note :— (1) This question paper consists of three parts.

        (2) Attempt **FOUR** questions from Part A, each answer will carry **5** marks.

        (3) Attempt **TWO** questions from Part B, each answer will carry **15** marks.

        (4) Attempt **TWO** questions from Part C, each answer will carry **15** marks.

PART—A (Attempt any **FOUR** questions)

1. Discuss assumptions of utility analysis.   5

2. Explain consumer's equilibrium with the help of utility analysis in case of Single Commodity with Several Uses.   5

3. Discuss Price Effect with the help of Indifference Curve analysis.   5

4. Discuss the shapes of Revenue Curves under Imperfect Competition with the help of table and diagram. 5

5. Discuss equilibrium of Firm with the help of Total Revenue and Total Cost approach under Perfect Competition. 5

6. Discuss features of Monopolistic Competition. 5

PART—B (Attempt any **TWO** questions)

7. Critically explain law of diminishing marginal utility. 15

8. Define indifference curve. Explain its various properties. 15

9. Explain Law of Demand. Also write causes and exceptions of Law of Demand. 15

10. Explain various methods for the measurement of price elasticity of demand. 15

PART—C (Attempt any **TWO** questions)

11. State & explain the Law of Variable Proportions of production with the help of table and diagram. 15

12. Explain Traditional Theory of Costs in the short run. 15

13. Explain price determination under perfect competition. 15

14. Explain short run and long run equilibrium of firm under monopoly. 15

(i)   Printed Pages : 2   Roll No. ....

(ii) Questions   : 14   **Sub. Code :** | 1 | 0 | 1 | 8 | 8 |
                           Exam. Code : | 5 | 0 | 0 | 1 |

Bachelor of Arts (FYUP) 1ˢᵗ Semester

(2124)

DIGITAL MARKETING

Paper—COMSEC1

Time Allowed : Three Hours]   **[Maximum Marks : 60**

Note :—(1) Attempt **FOUR** questions from Section A (**5** marks each).

        (2) Attempt **TWO** questions each from Section B and C respectively (**10** marks each).

SECTION—A

1. Explain the scope of Digital Marketing.

2. What is competitive analysis ?

3. What are the challenges of Digital Marketing ?

4. What is e-mail and its components ?

5. Explain the history and growth of SEO.

6. What is Blogging and Guest Blogging ?   4×5=20

SECTION—B

7. Define Digital Marketing. Why is it important for modern business ?

8. Compare Traditional Online Marketing with Digital Marketing.

9. Discuss the concept of Online marketplace analysis and its importance in Digital Marketing strategy.

10. What are the elements of Online Micro and Macro environment in Digital Marketing. 2×10=20

SECTION—C

11. What is SEO ? Why is it important for Online visibility ?

12. What do you understand by e-mail marketing ? Explain its significance in today's business environment.

13. Describe the steps involved in creating a search engine marketing campaign. Also, explain the benefits of SEM.

14. What is the Social Media Marketing ? Explain the role of social media marketing in Digital Marketing. 2×10=20

(i)   **Printed Pages: 2**   **Roll No.** ....

(ii) **Questions : 7**   **Sub. Code :** | 1 | 0 | 1 | 5 | 6 |
                           Exam. Code : | 5 | 0 | 0 | 1 |

Bachelor of Arts (FYUP) 1st Semester

(2124)

ENGLISH

Paper—Language Skills : Listening & Speaking

[ENGAEC1] (Other than B.A. 1st Semester N.E.P.)

Time Allowed : 1 : 30 Hours]   [Maximum Marks : 30

Note :—Question No. **1** is compulsory. Attempt any **FOUR** questions from Question Nos. **2** to **7**.

1.   Short notes (attempt any **TWO** out of **FIVE** in not more than **150** words) :

     (a)   Consonant Cluster, give example.

     (b)   Intonation.

     (c)   Group Discussion.

     (d)   Word Stress.

     (e)   Non-Verbal Communication.   5×2=10

Attempt any **FOUR** (in not more than **150** words) :

2.   Describe the components of a conversation.

3.   Write five words with the prefix "super-".

4. Write a conversation between two strangers in a park.

5. Write in favour of or against the motion on the topic "Social Media is Good".

6. Discuss some traits that show confidence during an interview.

7. Give the do's and don'ts of a debate.   4×5=20

Bachelor of Arts (FYUP) 1ˢᵗ Semester

(2124)

COMMERCIAL LAW

Paper : Commercial Law COMIDC

(Common with B.Com. 1ˢᵗ Semester)

Time Allowed : Three Hours]   [Maximum Marks : 60

Note :— Attempt any **four** short answer type questions from Section-A. Attempt **two** questions each from Section-B and Section-C respectively.

SECTION—A

1. (a) Distinguish between a void agreement and a void contract.

    (b) Explain the following terms :

    (i) Offer.

    (ii) Acceptance.

    (c) "Agreements which interfere with the administration of justice are void", why ?

    (d) What are rights of indemnity holder when sued ?

    (e) What are the obligations of public authority under section 4 of RIT Act ?

    (f) What is a gratuitous bailment ?   4×5=20

SECTION—B

2. Define the term 'contract'. What are the essentials of a valid contract ?

3. Who is competent to enter a contract ? Discuss the position of minor in this regard.

4. Explain the term tender. What are the essentials of a valid tender ? State the effect of refusal to accept a tender.

5. What is meant by anticipatory breach of contract ? Briefly state and explain the provisions of the Indian Contract Act dealing with anticipatory breach of contract.   2×10=20

SECTION—C

6. Define a contract of indemnity. What are the rights of an indemnity holder when sued ?

7. What do you mean by agency ? What are the different modes of creation of agency ?

8. Define pledge. What are the respective rights and duties of Pawnor and Pawnee ?

9. What is public authority ? What are the obligations of public authority ?   2×10=20

Note :— (1) Attempt **four** short answer type questions from
Section A.

(2) Attempt **two** questions each from Sections B and C
respectively.

SECTION—A

1. What is financial literacy ?

2. Define budgeting and its importance.

3. Explain the term Family Budget.

4. What is Property Insurance ?

5. Explain the various types of Bank accounts.

6. NBFC's.   2.5×4=10

SECTION—B

1. Describe the need for financial planning and why it is important ?

2. Define budgeting. Explain its importance in financial Planning.

3. Discuss in detail various components of Financial Literacy.

4. Explain the role of financial institutions in financial literacy.

$7.5 \times 2 = 15$

SECTION—C

1. Discuss the importance of insurance (life, health, disability) in financial planning.

2. What do you mean by insurance ? Explain various types of insurance policies.

3. Write a detailed note on the various types of services offered by commercial banks.

4. Define the term Banking. Explain the various types of banks.

$7.5 \times 2 = 15$