

M.C.M. (CBCS Pattern) Semester-I
PCMCMT101 - Commercial Practices

P. Pages : 2

Time : Three Hours



GUG/S/25/10754

Max. Marks : 80

- Notes : 1. All questions are compulsory.
2. All questions carry equal marks.

Either:

1. a) Explain the difference between a capital receipt and revenue receipt. 8
b) Describe the basic concepts and conventions of financial accounting. 8

OR

- c) Journalize the following transaction in the books of Rajasaheb Stores. 8
1) Rajasaheb started business with cash Rs. 85,000/-
2) Goods Purchased Cash Rs. 5,000/-
3) Sold goods on credit worth Rs. 6,000/-
4) Cash deposited into the Bank of Maharashtra Rs. 12,000/-
5) Bought goods on credit from Birajmohan Rs. 7,000/-
6) Withdraw Cash from bank Rs. 1000/- for office use.
7) Purchased Computer Rs. 9,000/- for cash.
8) Sold Old Mobile Rs. 2,000/-
d) From the following information prepare trading account of Sangita Traders for 31st March 2024. 8

Particular	Amount	Particular	Amount
Wages	16,000	Stock (01-04-2023)	22,000
Royalties	11,000	Sales	3,80,000
Sales Returns	24,000	Purchases	1,90,000
Factory Rent	4,200	Purchases Return	6,400
Stock 31-03-24	36,000	Manufacturing Expenses	8,400
Freight	7,400	Motive Power	16,000
Goods withdraw by Sangita for Personal use	16,000		

Either:

2. a) What do you mean by Budget? Explain Flexible budget? 8
b) Statement of Marginal Cost and Profit is a 8

Particular	Rs.
Sales (16,000) units	3,20,000
(-) variable cost (Rs. 15 per unit)	2,40,000
Contribution	80,000
(-) Fixed cost	60,000
Net Profit	20,000

Calculate:

- i) PN ratio
- ii) Break even point
- iii) Sales 40% of PN ratio.
- iv) Contribution at sales of Rs. 2,56,000/-

OR

- c) Write the Meaning & Role of Management Accounting. **8**
- d) Draw up a Flexible Budget for overhead expenses on the basis of the following data and determine overheads rate at 70%, 80% and 90% plant capacity. **8**

	At 70% Capacity (Rs.)	At 80% Capacity (Rs.)	At 90% Capacity (Rs.)
<u>Variable Overheads:</u>			
Indirect Labour		12,000	
Stores Including Spares		4,000	
<u>Semi variable overheads:</u>			
Power (30% fixed, 70% variable)		20,000	
Repairs & Maintenance (60% fixed, 40% variable)		2,000	
<u>Fixed Overheads:</u>			
Depreciation		11,000	
Insurance		3,000	
Salaries		10,000	
Total Overhead		62,000	
Estimated Direct Labour hours		1,24,000	

- 3. a) Explain the term “Offer” and “Acceptance” in the context of the Indian Contract Act 1872. **8**
- b) Explain the term Articles of Association. **8**

OR

- c) Explain the Process of dissolution of Partnership. **8**
- d) Define shares. Explain different types of shares. **8**
- 4. a) Discuss the importance of leadership in effective management. **8**
- b) Explain the role of management in an organization. **8**

OR

- c) Describe the decision-making process in management. **8**
- d) Explain the importance of management in an organization. **8**
- 5. Write short note.
- a) Trial Balance & Ledger Account. **4**
- b) Flexible Budget. **4**
- c) Types of Partners. **4**
- d) Management is an art. **4**
