

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

P. Pages : 3

Time : Three Hours



GUG/W/23/10754

Max. Marks : 80

- Notes :
1. All questions are compulsory.
 2. All questions carry equal marks.
 3. Avoid vague answers and write specific points/answers related to questions.

Either:

1. a) Explain the concepts of Income tax. 8
- b) Explain the process in double entry accounting system. 8

OR

- c) Prepare trial balance as on 31st March 2023. 8

Land and Building	1,80,000
Plant and machinery	3,31,200
Sundry debtors	83,200
Sundry creditors	61,800
Purchase	2,00,000
Return outwards	10,000
Salaries	25,600
Sales returns	50,000
Sales	6,15,000
Carriage Inwards	14,000
Wages	80,000
Rent, Rates and Insurances	97,560
Stock 1 st Jan 2022	95,200
Share Capital	4,00,000
Reserve Fund	30,000
Profit and loss A/c on 1 st Jan 2022	17,600
Bank Overdraft	22,360

- d) From the information given below prepare profit and loss account of Raju & sons for the year ending 31st March 2023. 8

	Rs.
Salary	17,400
Advertisement	18,000
Gross Profit b/d	89,020
Discount	1,520
Rent, Rates and Taxes	12,680
Insurances	5,750
Commission Received	18,000
Rent Received	9,000
Bad Debts	500
Carriage outward	3,720
Discount Received	4,600
Commission	1,800
Printing & stationary	2,400
Wages	9,200
Sales	1,52,900
Purchase	66,800

Either:

2. a) Explain advantages and limitation of cost accounting. **8**
- b) Define break even analysis. Explain its nature and scope. **8**

OR

- c) National construction company took a contract of Rs. 5,00,000 and starts the work on 1st January 2022. Position of contract 31st December 2022 is as- **8**

	Rs.
Purchase of materials	46,500
Direct wages	36,600
Other Expenses	12,500
Work certified	1,20,000
Plant issued to contract	50,000
Depreciation on plant	20% p.a.
Cash Received	1,00,000
Work uncertified	2,500
Material in Hand	1,200

Prepare contract account for the year 2022.

- d) Find out the following- **8**
- i) B.E.P. and P/V Ratio.
- ii) Net profit from the sales of Rs. 3,00,000
- iii) Margin of safety from the sales of Rs. 3,00,000.
- iv) Required sales for the Net Profit of Rs. 70,000

Position of M/S Rashi & Company for the year

Sales	Rs. 2,00,000
Less: variable cost	Rs. 1,50,000
Contribution	Rs. 50,000
Less: Fixed Cost	Rs. 15,000
Net Profit	Rs. 35,000

Either:

3. a) Define the term 'contract' state the essentials of a valid contract. **8**
- b) State the duties and liabilities of partnership. **8**

OR

- c) Define partnership explain the types of partners. **8**
- d) Explain the difference between memorandum of Association and Articles of Association. **8**

Either:

4. a) Define the term management. Explain management as an Art as well as Science. 8
b) Describe the duties and qualities of Good leadership. 8

OR

- c) Define communication what are the various types of communication. 8
d) Explain the term management of H.R. 8
5. Solve all questions.
- a) Explain: 4
i) Trial Balance
ii) Journal Entry
- b) Explain the term Break even point. 4
c) Explain the term memorandum of Association. 4
d) State the principles of communication. 4
