PRABODHAN EDUCATION SOCIETY'S

VIDYA PRABODHINI COLLEGE

OF COMMERCE, EDUCATION, COMPUTER & MANAGEMENT
PARVARI-GOA

TIME TABLE

S.Y.B.COM SEMESTER END ASSESSMENT, OCTOBER/NOVEMBER 2025
(SEMESTER III) Repeat

As per NEP

DAY	DATE	TIMING	SUBJECT
Thursday	06th November, 2025	10:00 a.m. to 12:00 noon	**SEC (Practical)**: Business Data Analysis
Friday	07th November, 2025	10:00 a.m. to 12:00 noon.	**Major**: Public Economics
Saturday	08th November, 2025	10:00 a.m. to 12:00 noon.	**Major**: Marketing Management
Monday	10th November, 2025	10:00 a.m. to 12:00 noon.	**Minor**:Business Finance
Tuesday	11th November, 2025	10:00 a.m. to 12:00 noon.	**MDC**: Cyber Law and Ethics/ Metaverse and Literature
Wednesday	12th November, 2025	10:00 a.m. to 11:00 a.m.	**SEC (Theory)**: Business Data Analysis
Thursday	13th November, 2025	10:00 a.m. to 11:00 a.m.	**AEC**: Hindi (Communication Skill)

(Mr. Rudresh Mhamal)
Chairperson, Examination
Date: 25-10-2025

(Dr. Ujvala Hanjunkar)
Vice-Principal

SYBCOM Semester End Assessment (Repeat)

Course Title: Public Economics

Course Code: COM-200   Category: Major   Semester: III

Duration: 2 hrs   Max Marks: 80

Instructions:

1. The question paper contains 5 questions spread across 2 pages.
2. All questions are compulsory; however, internal choice is available.
3. Every main question attempted should be answered serially.
4. Figures to the right in brackets indicate maximum marks.

Q.1) Answer the following: (8 x 2mks =16 Marks)

a) What is meant by Public Economics?

b) Give any two examples of a free-rider problem in India.

c) What is meant by public revenue?

d) Define capital expenditure and revenue expenditure.

e) What is fiscal policy?

f) Write the meaning of a tax.

g) What is the Finance Commission of India?

h) What is public debt?

Q.2 A) Explain the process of preparation of the Union Budget in India.   **(12 Marks)**

OR

Q.2 B) Differentiate between public goods and private goods with examples.   **(12 Marks)**

Q.2 C) Write formulas of Budget deficit, Revenue deficit, Fiscal deficit, and Primary deficit.

(4 Marks)

Q.3 A) To maintain efficiency and economy in government spending, certain principles must be followed. Explain the various canons of public expenditure. **(12 Marks)**

Q.3 B) The Government of India spends money on health, education, and infrastructure, as well as on defence and pensions. What is the difference between developmental and non-developmental expenditure? **(4 Marks)**

OR

Q.3 C) When the government increases spending on welfare programs, what are the objectives of public expenditure? **(4 Marks)**

Q.4 A) The Government of India uses fiscal measures to promote growth and stability. Explain the role of fiscal policy in promoting economic development. **(12 Marks)**

Q.4 B) The Govt of India levies taxes on people of different income groups. Differentiate between progressive and regressive taxation. **(4 Marks)**

OR

Q.4 C) When a tax is imposed, it may be paid by one person but borne by another. Explain the difference between the impact and incidence of tax. **(4 Marks)**

Q.5 A) Governments raise loans from various sources. Explain the different types or classifications of public debt. **(12 Marks)**

Q.5 B) The Government of India regularly repays its loans to maintain financial stability. Explain any two methods of redeeming public debt. **(4 Marks)**

OR

Q.5 C) What are the functions of the Finance Commission in India? **(4 Marks)**

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SYBCOM Semester End Assessment (Regular/Repeat)

Oct / Nov 2025

Course Title: Marketing Management **Course Code:** CBM-201 **Category:** Major

Semester: III   **Duration:** 2 Hours   **Max Marks:** 80

Instructions:

1. All questions are compulsory having internal choice.
2. Figures to the right indicate maximum marks allotted to each question.
3. Every question should begin on a fresh page

Q. 1   Answer the following questions.   **(8 x 2 Marks = 16 Marks)**

1. Define 'Marketing Management'.
2. List the four main tools of promotion.
3. What is 'Branding'?
4. Name any two pricing strategies.
5. What is a 'Channel of Distribution'?
6. List any two social factors influencing buyer behaviour.
7. Define 'Advertising'.
8. What are the two types of data collected in marketing research?

Q. 2   A) Explain the 7C's of the Marketing Mix.   **(12 Marks)**

OR

Q. 2   B) Describe the key stages involved in the Marketing Process.   **(12 Marks)**

Q. 2   C) Differentiate between Marketing and Selling based on their primary goal. **(4 Marks)**

Q. 3   A) Describe the four stages of the Product Life Cycle (PLC) and the typical marketing strategies used in each stage.   **(12 Marks)**

Q. 3   B) What is 'Labeling'? State any two points of its importance.   **(4 Marks)**

OR

Q. 3   C) Define 'Product Positioning'. What is a Unique Selling Proposition (USP)? **(4 Marks)**

Q. 4   A) "Promotion is a key element of the marketing mix." Explain the various tools of promotion available to a marketing manager.   **(12 Marks)**

Q. 4   B) Explain the 'Producer-Customer' channel of distribution with an example. **(4 Marks)**

OR

Q. 4   C) State any four advantages of Digital Marketing.   **(4 Marks)**

Q. 5   A) Compare and contrast Consumer Markets (B2C) and Business Markets (B2B) based on the buyers, decision-making process, and nature of the relationship.   **(12 Marks)**

Q. 5   B) Explain 'Social Factors' influencing buyer behaviour.   **(4 Marks)**

OR

Q. 5   C) What is the role of 'Affordability' in the Four A's framework?   **(4 Marks)**

SYBCOM SEMESTER END ASSESSMENT - (NEP) (REGULAR/REPEAT)

Course Title: CYBER LAW & ETHICS	**Category: MC**
Course Code: CSA 231	**SEMESTER: III**
Duration: 02 Hours	**Max Marks: 60**

Instructions:

  i.   All questions are compulsory and figures to the right indicate full marks.
  ii.   Questions of 2 marks to be answered in not more than 40 words.
  iii. Questions of 3 marks to be answered in not more than 60 words.
  iv.   Questions of 4 marks to be answered in not more than 80 words.
  v.   Questions of 5 marks to be answered in not more than 100 words.

Q.1 Answer each of the following :   (6 x 2 =12 Marks)
   a) Define Patent
   b) State IT ACT 2000
   c) Give any two examples of cyberattack
   d) Define Ethics
   e) State Confidentiality
   f) Amendments of IT act

Q.2 A) i) Enumerate workplace monitoring.   (3 Marks)

        ii) Define cyber forensics.   (2 Marks)

OR

Q.2 A) iii) State and Explain Computer incidents with example   (4 Marks)

        iv) Define Denial-of-Service (DoS) Attack.   (2 Marks)

Q.2 B) i) Write a short note on "Government Licensing" and explain the

Licensing process.   (5 Marks)

        ii) Discuss the limitations of IT act 2000   (2 Marks)

Q.3 A) i) Discuss e-discovery.   (3 Marks)

       ii) Define Plagiarism   (2 Marks)

OR

Q.3 A) iii) Enumerate Intellectual Property.   (3 Marks)

       iv) Explain the important judgement on privacy in india.   (2 Marks)

Q.3 B) i) Write a short note on " CIA TRAID "   (5 Marks)

       ii) Define Surveillance at the workplace.   (2 Marks)

Q.4 A) i) Elaborate on Competitive Intelligence.   (3 Marks)

       ii) Discuss trademark infringement.   (2 Marks)

OR

Q.4 A) iii) list the purpose of a trademark.   (3 Marks)

       iv) Elaborate on incident notification in cyber forensics.   (2 Marks)

Q.4 B) i) What is Exploit attack and explain different means of identifying

       an exploit attack.   (5 Marks)

       ii) State whistle-blowing.   (2 Marks)

Q.5 A) i) List out the Key Ethical Principles in IT.   (3 Marks)

       ii) Describe Corporate Social Responsibility.   (2 Marks)

OR

Q.5 A) iii) Discuss open source code.   (3 Marks)

       iv) Mention the Areas Covered under Cyber Law.   (2Marks)

Q.5 B) i) Write a short note on "Information privacy law".   (5 Marks)

       ii) Name any two trade secrets.   (2 Marks)

Q.3. B. What is meant by fixed capital?   (1 x 04= 04 marks)

OR

Q.3. C. Discuss sources of working capital.   (1 x0 4= 04 marks)

Q.4.A. Ms. Tanvi is the owner of L&G Pvt Ltd. You are an employee of the company and assigned the work of preparing a presentation on types of securities available to collect additional capital. Discuss in details points to be included in the presentation.   (1 x 12= 12 marks)

Q.4. B. Explain two advantages of lease financing.   (1 x 04= 04 marks)

OR

Q.4. C. List and explain two features of venture capital financing. (1 x 04= 04 marks)

Q.5. A. Discuss about over and under capitalisation in business. (1 x 12= 12 marks)

Q.5.B. Explain the concept of trading on equity   (1 x 04 = 04 marks)

OR

Q.5.C. What is meant by balanced capitalisation?   (1 x 04= 04 marks)

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SYBCOM Semester End Assessment (~~Regular~~/Repeat)
OCt/NOV 2025

Course Title: Business Finance (Business Management)

Course Code: CBM-211   **Category: Minor**   Semester: III

Duration: 02 Hours   Max Marks: 80

Instructions:

- All questions are compulsory having internal choice.
- Figures to the right indicate the maximum marks allotted.
- Every question should begin on a fresh page

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Q.1. Write short notes on the following.   (8×2=16 marks)
  i.   Significance of financial planning
  ii.   Sources of fixed capital
  iii. Features of corporate securities
  iv.   Net operating income approach
  v.   Meaning of business finance in an organization
  vi.   Characteristics of working capital
  vii. Preference shares as a type of security
  viii. Capital gearing-concept

Q 2 A. Discuss the role of business finance in an organisation.   (1 x 12= 12 marks)

OR

Q. 2.B. You are Manager of A&S Pvt Ltd. Explain essentials in financial planning
to new recruits at department of finance in your organisation.

(1 x 12= 12 marks)

Q.2.C. Explain any two principles of business finance.   (1 x 04= 04 marks)

Q 3. A. Mr. Tanvesh, Finance Manager, has been allocated the task to prepare a capital
plan for his company. He approached you for the advice, explain classification
of capital.   (1 x 12= 12 marks)

SYBCOM Semester End Assessment (Regular/Repeat)

Course Title: Metaverse And Literature
Course Code: ENG 231   **Category: MDC**   **Semester: III**
Duration: 2 Hours   **Max Marks: 60**
Instructions:

1. All questions are compulsory
2. Figures to the right indicate maximum marks allotted to each question.
3. Every question should begin on a fresh page

Q.1) Answer the following questions.   (6x2=12 marks)

a) Virtual reality within the Metaverse.

b) What constitutes a cyberpunk novel?

c) What role does the character Juanita play in *Snow Crash*?

d) The relationship between Art3mis and Wade in the novel *Ready Player One*.

e) Ogden Morrow aka Og in *Ready Player One*.

f) What does the title *Ready Player one* mean?

Q.2. A) The societal issues emphasized in the novel *Ready Player One*.   (06 marks)

Q.2. B) Provide a detailed account of James Halliday and his world of Oasis.

(06 marks)

Q.3. A) What distinct features of the Metaverse are present in both the novel *Snow Crash* by Neal Stephenson and *Ready Player One*, and what effects can we observe in today's world?   (06 marks)

Q.3. B) Johnny Mnemonic as a central character in William Gibson's short stories of *Burning Chrome*   (06 marks)

OR

Q.3. C) An examination of the roles of female characters in the novel *Snow Crash* by Neal Stephenson.   (06 marks)

Q.4.A) The various symbols highlighted in the novel of *Ready Player One.*   (06 marks)

Q.4.B) Who are avatars? Provide examples of different types of avatars found in the

Novel *Ready Player One*

(06 marks)

OR

Q.4.C) Highlight important themes presented in the short stories of author William

Gibson's *Burning Chrome*.   (06 marks)

Q.5. A) In *Ready Player One*, friendship transforms Wade from a solitary individual into

a self-assured hero; using this, discuss the concept of friendship as a central

theme in the novel.   (06 marks)

Q.5. B) What is a novel? Outline its various elements.   (06 marks)

OR

Q.5. C) Snow Crash itself as a major symbol in Neal Stephenson's novel

Snow Crash.   (06 marks)

-------GOOD LUCK-------

SYBCOM Semester End Assessment (REPEAT)
November 2025

Course Title: Business Data Analytics

Course Code: COM - 242   **Category: Skill Enhancement Course**   **Semester: III**

Duration: 1 hr   **Max Marks:** 20

Instructions:

1. All questions are compulsory however internal choice is available.
2. You may answer randomly but every main question attempted should be answered serially.
3. Figures to the right in brackets indicate maximum marks.
4. Use of calculator is strictly forbidden.

Q1.   Define population and sample. List different types of variables.   **(4 Marks)**

Q2. A. Explain the roles and responsibilities of a business analyst in an organization.   **(2 Marks)**

Q2. B. Explain nominal, ordinal, interval, and ratio scales with examples.   **(2 Marks)**

Q3. A. Elaborate on data collection and data cleaning.   **(2 Marks)**

Q3. B. Illustrate how a bar chart and a pie chart can represent sales data differently.   **(2 Marks)**

OR

Q3. C. In what ways can predictive data analytics be applied to enhance decision-making in a specific industry?   **(2 Marks)**

Q4. A. Evaluate the importance of data visualization in communicating business insights effectively.   **(2 Marks)**

Q4. B. What do you understand by Data Mining?   **(2 Marks)**

OR

Q4. C. Describe the various measures of central tendency.   **(2 Marks)**

Q5. A. How can you use the measures of variability to assess a data set? Explain any two measures of variability.   **(2 Marks)**

Q5. B. How would you choose and design any four different types of charts for   (2 Marks)
data visualization, and what types of data would each chart best
represent?

OR

Q5. C. Describe how you would use the data analysis process (data collection,   (2 Marks)
cleaning, analysis, interpretation) to solve a business problem in a retail
company.

S. Y. B. COM SEMESTER END ASSESSMENT (REGULAR/ REPEAT)

Oct / Nov 2025

Course Title: संप्रेषण कौशल (Communication Skill) **Course Code: HIN -251**

Category: Ability Enhancement Course   **Semester: III**

Duration :1 Hour.   **Max Marks :40**

सूचनाएँ :

सभी प्रश्न अनिवार्य हैं।

प्रत्येक मुख्य प्रश्नों का उत्तर नए पन्ने पर ही शुरू करें।

प्रश्न क्रमांक और उपप्रश्न क्रमांक स्पष्ट रूप से लिखिए।

दायी ओर दर्शाएं हुए अंक प्रश्न के गुण दर्शाति हैं।

प्र 1). निम्नलिखित प्रश्नों के जवाब लिखिए।   (4×2=8)

1. संप्रेषण शब्द से आप क्या समझते है?

2. विद्वानों द्वारा दी गई संप्रेषण की कोई एक परिभाषा लिखिए।

3. मीडिया कवरेज किसे कहते है?

4. सामूहिक चर्चा से आप क्या समझते हैं?

प्र 2) अ) निम्नलिखित प्रश्न का जवाब लिखिए।   (08)

1.संप्रेषण के प्रकार लिखिए।

अथवा

प्र. 2) आ) टिप्पणीयाँ लिखिए।   (2×4=8)

1. श्रवण कौशल एवं पठन कौशल से तात्पर्य क्या है?

2. साक्षात्कार में किन बातों को ध्यान में रखना आवश्यक हैं?

प्र 3) अ) निम्नलिखित प्रश्न का जवाब लिखिए।

1. संप्रेषण का महत्व स्पष्ट कीजिए। (8)

अथवा

प्र 3) आ) टिप्पणियाँ लिखिए। (2×4=8)

1. संप्रेषण की कोई चार विशेषताएँ लिखिए।

2. "संवाद कौशल के जरिए व्यक्तित्व विकास होता है।" कथन पर अपने विचार व्यक्त कीजिए।

प्र 4) अ) निम्नलिखित प्रश्न का जवाब लिखिए।

1. संप्रेषण की प्रक्रिया पर प्रकाश डालिए। (08)

अथवा

प्र. 4) आ) टिप्पणियाँ लिखिए। (2×4=8)

1. संप्रेषण कौशल में श्रवण कौशल का महत्व स्पष्ट कीजिए।

2. आंगिक भाषा एवं वाचिक भाषा का अर्थ स्पष्ट कीजिए।

प्र 5) अ) निम्नलिखित प्रश्न का जवाब लिखिए। (08)

1. "सोशल मीडिया के फायदे और नुकसान" इस विषय पर दो व्यक्तियों के बीच संवाद लिखिए।

अथवा

प्र 5) आ) टिप्पणियाँ लिखिए (2×4=8)

1. संप्रेषण के कौन कौन से साधन है?

2. प्राप्तकर्ता और प्रतिक्रिया का अर्थ क्या है?

2

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TIME TABLE

S.Y.B.COM SEMESTER END ASSESSMENT, OCTOBER/NOVEMBER 2025

(SEMESTER III) Repeat

As per CHOICE BASED CREDIT SYSTEM

DAY	DATE	TIMING	SUBJECT
Thursday	06th November, 2025	10:00 a.m. to 12:00 noon	CC 9: Business Finance
Friday	07th November, 2025	10:00 a.m. to 12:00 noon	CC 11: Entreprenurship Development
Saturday	08th November, 2025	10:00 a.m. to 12:00 noon	GE 3: Business Statistics I

(Mr. Rudresh Mhamal)

Chairperson, Examination

Date: 25-10-2025

(Dr. Ujvala Hanjunkar)

Vice-Principal

SYBCOM Semester End Assessment (Repeat)
October/November 2025

Course Title: Entrepreneurship Development

Course Code: UCOC107   **Category: Core Course**   **Semester: III**

Duration: 2 Hours   **Max Marks:** 80

Instructions:
1. All questions are compulsory having internal choice.
2. Figures to the right indicate maximum marks allotted to each question.
3. Answer sub-questions (**Question no. 1** and **Question no. 2**) in not more than 100 words each.
4. Answer (**Queston no. 3** to **Question no. 6**) each in not more than 400 words.

Q1. Write short notes on **any four** of the following: (4 x 4 = 16)

   i.   Types of entrepreneur
  ii.   Skills of an entrepreneur
 iii.   Concept of incubation centre
 iv.   Features of Intrapreneur
  v.   Unexpected success/failure
 vi.   Edupreneur

Q2. Write short notes on **any four** of the following: (4 x 4 = 16)

  a) Benefits of environmental scanning
  b) Sources of business opportunities
  c) Techniques of market research
  d) Factors to be considered for project selection
  e) Feasibility analysis
  f) Input analysis

Q3. Answer **any one** from the following: (1 x12 = 12)

  a) Explain the qualities of an entrepreneur.
  b) Elaborate on functions of an entrepreneur.

Q4. Answer **any one** from the following: (1 x12 = 12)

  a) Elaborate on role of entrepreneurs in economic development.
  b) Explain the factors to be considered for environmental scanning

Q5. Answer **any one** from the following: (1 x12 = 12)

  a) Explain the contents of project report.
  b) Explain the methods of project appraisal.

Q6. Answer **any one** from the following: (1 x12 = 12)

  a) Explain the principles of purposeful innovation.
  b) Explain the role of incubation centre.