

PRABODHAN EDUCATION SOCIETY'S
VIDYA PRABODHINI COLLEGE
OF COMMERCE, EDUCATION, COMPUTER & MANAGEMENT
PARVARI-GOA

TIME TABLE

S.Y.B.COM SEMESTER END EXAMINATION, APRIL 2026
(SEMESTER IV)

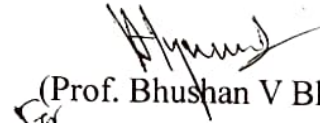
As per NEP

DAY	DATE	TIMING	SUBJECT
Wednesday	8 th April 2026	10:00 a.m. to 12:00 noon.	MAJOR: Fundamentals of Macroeconomics for Business
Saturday	11 th April 2026	10:00 a.m. to 12:00 noon.	MAJOR: CFA - Financial Statement Analysis/ CCA - Methods of Costing II/ CBM - Services Marketing
Wednesday	15 th April 2026	10:00 a.m. to 12:00 noon.	MAJOR: CFA - Indirect Taxes/ CCA - Indirect Taxes/ CBM - Event Management
Friday	17 th April 2026	10:00 a.m. to 12:00 noon	MINOR: CFA - Accounting for Service Organisations/ CCA - Strategic Performance Management/ CBM - Digital Marketing
Saturday	18 th April 2026	10:00 a.m. to 11:00 a.m.	MAJOR: CFA - Forensic Accounting/ CCA - Marginal Costing/ CBM - Brand Management
Monday	20 th April 2026	10:00 a.m. to 11:00 a.m.	AEC: Sambhhashan Kala Hindi/ Basic Knowledge of Konkani



(Mr. Rudresh Mhamal)

Chairperson, Examination



(Prof. Bhushan V Bhawe)

Principal

Date: 18/03/2026.

SYBCOM Semester End Assessment -NEP (Regular)
April / May 2026

Course Title: Fundamentals of Macroeconomics for Business

Course Code: COM-202

Category: Major

Semester: IV

Duration: 02 hours

Credit: 4

Max Marks: 80

Instructions:

1. The question paper contains **05 main questions** spread across **02 pages**.
 2. All questions are compulsory. However, an internal choice is available.
 3. You may answer randomly, but each main question must be answered in serial order.
 4. Figures to the right in brackets indicate maximum marks.
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Q.1 Answer the following in about 50 words

(8 x 2 =16 Marks)

- a) Define Macroeconomics.
- b) Write the meaning of Aggregate Expenditure.
- c) What is meant by Unemployment?
- d) Define Phillips Curve.
- e) Write the meaning of Menu Cost.
- f) What is meant by Average Propensity to Consume?
- g) What is the LM Curve?
- h) Write the meaning of Open Economy.

Q.2 A) Explain the following components of National Income:

(12 marks)

- | | |
|---------------------------------|-------------------------------------|
| a) Gross Domestic Product (GDP) | b) Gross National Product (GNP) |
| c) Net National Product (NNP) | d) Personal Disposable Income (PDI) |

(OR)

Q.2 B) What is the circular flow of Income? Describe the three-sector circular flow model of the economy with a diagram.

(12 marks)

Q.2 C) Explain any four objectives of Green accounting.

(04 marks)

Q.3 A) In the context of an economy experiencing a continuous rise in the general price level, explain the six causes of Inflation. **(12 marks)**

Q.3 B) Given a situation where the level of unemployment in an economy needs to be measured, explain how the Usual Principal Status is used. **(04 marks)**

(OR)

Q.3 C) In an economy where people form expectations about future government policies, explain how Rational Expectations work. **(04 marks)**

Q.4 A) In an economy where the central bank regulates credit to maintain price stability and liquidity, explain any three quantitative and three qualitative measures of money supply used by the RBI in India. **(12 marks)**

Q.4 B) In the context of measuring money supply in an economy, write the difference between Narrow Money and Broad Money. **(04 marks)**

(OR)

Q.4 C) When investment in an economy responds differently to changes in income, differentiate between autonomous investment and induced investment. **(04 marks)**

Q.5 A) In a macroeconomic framework where equilibrium is determined through the interaction of goods and money markets, explain the features of the IS–LM curves and the factors that shift the IS–LM curves. **(12 marks)**

Q.5 B) Consider a policy involving the withdrawal and replacement of currency in India. State any four objectives of demonetisation. **(04 marks)**

(OR)

Q.5 C) In an open economy influenced by international trade and capital flows, what is the Mundell–Fleming model? **(04 marks)**

SYBCOM Semester End Assessment (Regular/~~Repeat~~)

APRIL 2026

Course Title: Financial Statement Analysis

Course Code: CFA - 203

Category: Major

Semester: IV

Duration: 2 hrs

Max Marks: 80

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 scientific calculator is strictly not allowed.

Q1. Answer the following in brief:

(8 X 2 Marks = 16 Marks)

- a. What are financing activities?
- b. What are cash outflows?
- c. State any two advantages of Balanced Score Card
- d. State any two limitations of EVA.
- e. What is P/E Ratio?
- f. What is Return on Assets?
- g. Who are the users of financial statements?
- h. What is Vertical Analysis of financial statements?

Q2. A.

(12 Marks)

The following is the Balance Sheet of Tata Industries Limited for the years 2022 and 2023: Create a common-size statement and interpret.

A. EQUITY AND LIABILITIES	2022 (₹)	2023 (₹)
1. Shareholders' Funds		
(a) Equity Share Capital	5,000	5,500
(b) Reserves & Surplus	45,000	55,000
2. Non-Current Liabilities		
(a) Long-term Borrowings	25,000	30,000
(b) Deferred Tax Liabilities	5,000	6,000
(c) Long-term Provisions	3,000	4,000
3. Current Liabilities		
(a) Short-term Borrowings	10,000	12,000
(b) Trade Payables	12,000	15,000
(c) Other Current Liabilities	5,000	6,500
(d) Short-term Provisions	2,000	3,000
Total	1,12,000	1,37,000
B. ASSETS		
1. Non-Current Assets		
(a) Property, Plant & Equipment	50,000	60,000
(b) Capital Work-in-Progress	8,000	10,000

(c) Non-Current Investments	20,000	25,000
(d) Long-term Loans & Advances	4,000	5,000
2. Current Assets		
(a) Inventories	12,000	14,000
(b) Trade Receivables	10,000	11,000
(c) Cash & Cash Equivalents	5,000	6,000
(d) Short-term Loans & Advances	1,500	2,000
(e) Other Current Assets	1,500	4,000
Total	1,12,000	1,37,000

OR

Q2. B.

(12 Marks)

The following is the summarized balance sheet of Reliance Industries Limited for three years: Prepare a trend analysis.

A. EQUITY AND LIABILITIES	2021	2022	2023
1. Shareholders' Funds			
(a) Equity Share Capital	6,400	6,500	6,700
(b) Other Equity	5,50,000	6,10,000	6,80,000
2. Non-Current Liabilities			
(a) Long-term Borrowings	2,50,000	2,70,000	2,90,000
(b) Deferred Tax Liabilities (Net)	30,000	30,000	30,000
(c) Long-term Provisions	10,000	12,000	15,000
3. Current Liabilities			
(a) Short-term Borrowings	80,000	90,000	1,00,000
(b) Trade Payables	70,000	80,000	95,000
(c) Other Current Liabilities	40,000	50,000	55,000
(d) Short-term Provisions	10,000	12,000	15,000
Total	10,46,400	11,54,500	12,86,700
B. ASSETS			
1. Non-Current Assets			
(a) Property, Plant & Equipment	5,50,000	6,00,000	6,60,000
(b) Capital Work-in-Progress	50,000	50,000	60,000
(c) Non-Current Investments	1,50,000	1,70,000	1,90,000
(d) Long-term Loans & Advances	30,000	35,000	40,000
2. Current Assets			
(a) Inventories	1,20,000	1,00,000	1,20,000
(b) Trade Receivables	90,000	85,000	95,000
(c) Cash & Cash Equivalents	40,000	35,000	45,000
(d) Short-term Loans & Advances	36,400	14,500	16,700
(e) Other Current Assets	30,000	65,000	60,000
Total	10,46,400	11,54,500	12,86,700

Q2. C. Write the components of Decision Support Systems.

(4 Marks)

Q3. A. Prepare a comparative statement of Profit and Loss a/c of Rajshree Traders for the financial years 2023 and 2024. (12 Marks)

Particulars	2023 (₹)	2024 (₹)
I. Revenue		
Revenue from Operations	6,00,000	8,00,000
Total Revenue (A)	6,00,000	8,00,000
II. Cost of Goods Sold (COGS)		
Opening Stock	50,000	70,000
Purchases	3,00,000	3,80,000
Direct Expenses	50,000	60,000
Less: Closing Stock	-70,000	-90,000
Cost of Goods Sold (B)	3,30,000	4,20,000
III. Gross Profit (A – B)	2,70,000	3,80,000
IV. Operating Expenses		
Administrative Expenses	80,000	90,000
Selling & Distribution Expenses	60,000	80,000
Depreciation	20,000	25,000
Total Operating Expenses (C)	1,60,000	1,95,000
V. Operating Profit (III – C)	1,10,000	1,85,000
VI. Non-Operating Items		
Other Income	30,000	40,000
Interest on Loan	-20,000	-25,000
VII. Net Profit Before Tax	1,20,000	2,00,000
VIII. Taxation (30%)	36,000	60,000
IX. Net Profit After Tax	84,000	1,40,000

Q3. B. Explain the concept and principles of DuPont Analysis. (4 Marks)

OR

Q3. C. Explain the Limitations of Ratio Analysis. (4 Marks)

Q4. A. Following is the Profit and Loss A/c and Balance Sheet of Sulaksha Fashion Ltd. (12 Marks)

Profit & Loss Account for the year ended 31st March 2024

Particulars	Amount (₹)
Revenue from Operations (Sales)	10,00,000
Less: Cost of Goods Sold	6,00,000
Gross Profit	4,00,000
Operating Expenses:	
Administrative Expenses	1,00,000
Selling & Distribution Expenses	80,000
Depreciation	40,000
Total Operating Expenses	2,20,000
Operating Profit (EBIT)	1,80,000
Less: Interest on Loan	30,000
Profit Before Tax (PBT)	1,50,000
Less: Tax (30%)	45,000
Net Profit After Tax (NPAT)	1,05,000

Balance Sheet as at 31st March 2024

A. Equity & Liabilities		
Particulars		Amount (₹)
Shareholders' Funds:		
Equity Share Capital		5,00,000
Reserves & Surplus		2,00,000
Total Shareholders' Funds		7,00,000
Non-Current Liabilities:		
Long-term Borrowings		3,00,000
Current Liabilities:		
Trade Payables		1,50,000
Short-term Borrowings		50,000
Total Liabilities		12,00,000
B. Assets		
Particulars		Amount (₹)
Non-Current Assets:		
Fixed Assets (Net)		6,00,000
Current Assets:		
Inventory		2,00,000
Trade Receivables		1,50,000
Cash & Bank Balance		2,50,000
Total Assets		12,00,000

You are required to calculate the following ratios:

1. Liquidity ratios
2. Leverage ratios
3. Activity ratios

Q4. B. Explain the concept of Balance Scorecard (BSC). Briefly describe its major perspectives.

(4 Marks)

OR

Q4. C. Company X has existing assets in which capital invested is ₹ 100 crores. The after-tax operating income on assets is ₹ 15 crores. The return on capital employed of 15% is expected to be sustained to perpetuity and company has cost of capital of 10%. Estimate the economic value added of the firm.

(4 Marks)

Q5. A.

(12 Marks)

Balance Sheet of X Ltd.

Liabilities	2022 (₹)	2023 (₹)
Equity Share Capital	5,00,000	6,00,000
General Reserve	1,00,000	1,50,000
Profit & Loss A/c	80,000	1,10,000
10% Debentures	2,00,000	1,50,000
Trade Payables	70,000	90,000

Outstanding Expenses	20,000	10,000
Total	9,70,000	11,10,000
Assets	2022 (₹)	2023 (₹)
Fixed Assets	4,00,000	5,20,000
Investments	80,000	60,000
Inventory	70,000	90,000
Trade Receivables	60,000	75,000
Cash & Bank	40,000	65,000
Total	9,70,000	11,10,000

Additional Information:

1. Depreciation on Fixed Assets during the year = ₹50,000
 2. A machine costing ₹30,000 (Accumulated Depreciation ₹10,000) was sold for ₹25,000
 3. Dividend of ₹40,000 was paid during the year
 4. Income tax of ₹30,000 was paid
 5. Investments costing ₹20,000 were sold at a profit of ₹5,000
- Prepare Cash flow statement using Indirect Method.

Q5. B.

(4 Marks)

The following are the summary of cash transactions extracted from the books of Y Ltd. for the year ended 31st March 2024:

Particulars	Amount (₹ '000)
Balance as on 1st April, 2023	80
Receipts from customers	6,200
Issue of shares	700
Sale of fixed assets	300
Payments to suppliers	4,500
Payments for fixed assets	900
Payments for overheads	350
Wages and salaries	280
Taxation	150
Dividends	200
Repayment of bank loan	400
Balance as on 31st March, 2024	500

Prepare Cash flow statement using Direct Method.

OR

Q5. C. Explain the objectives of cash flow statement.

(4 Marks)

SYBCOM Semester End Assessment (Regular/Repeat)

APRIL - 2026

Course Title: Methods of Costing

Course Code: CCA-203

Category: Major I

Semester: IV

Duration: 2 Hours

Max Marks: 80

Instructions:

- All questions are compulsory; however internal choice is given.
- Each question carries **16 marks**.
- Figures to right in the bracket indicates maximum marks.

Q. No. 1 Answer the following in brief.

(8 x 2 = 16 Marks)

- Formula for calculation of rate of abnormal Gain
- Process Costing
- Formula for valuation of closing stock
- Equivalent Production
- Any two features of contract costing
- Cost Plus Contract
- Cost classification in operating costing
- Any 2 key characteristics of operating costing

Q. No. 2 A

(12 Marks)

A product passes through two processes before it is completed. Following details are available:

Particulars	Refining Process	Finishing Process
Materials (₹)	10,000	20,000
Direct Wages (₹)	5,000	10,000
Manufacturing Expenses	4,000	8,000
Factory Expenses	2,500	5,000
Output (units)	8,000	7,200
Units introduced (10000 units)	30,000	-----
Normal Loss Units as % of inputs	20%	10%
Scrap value per unit	₹ 2	₹ 1

Prepare Refining Process A/c & Finishing Process A/c and Normal Loss A/c.

OR

Q. No. 2 B. State the Accounting entries for normal loss, abnormal loss and abnormal gain. (12 Marks)

Q. No.2 C.

(4 Marks)

Calculate Abnormal gain from the following data:

Total Cost Rs. 50,000, Normal Loss Rs. 2,000, Total Units -500

Normal Loss Units – 20, Abnormal Gain Units – 10

Q. No. 3 A

(12 Marks)

A product passes through two processes to complete. The output of each process is charged to the next process at a price calculated to give a profit of 25% on Cost price. The output of process II is charged to the finished stock A/c on a similar basis.

Particulars	Process	
	Process I	II
Direct Materials	10,000	12,000
Direct Wages	15,000	8,000
Closing Stock	5,000	6,000

- Stock in each process is valued at the prime cost of each process.
- ₹ 7,500 remained in hand on 31st March 2026 & the balance has been sold for ₹ 45,000.

Show process A/c with cost & profit element of each process.

Q. No 3 B

(4 Marks)

Show the valuation of closing stock and prepare Finished goods account.

Closing balance in Process account - Cost Rs. 20,000, Profit Rs. 8,000

Closing Stock Rs. 5,000 Sales Rs. 42,000

OR

Q. No. 3 C You are given the following information:

(4 Marks)

Input	5000 units
Output	4000 units
Closing W.I.P	1000 units

Particulars	Degree of completion	Process cost
Materials	90%	20,000
Labour	80%	15,000
Overheads	60%	10,000

Prepare statement showing equivalent production.

Q. No. 4 A

(12 Marks)

Mr. Krishna is a contractor who has undertaken a contract to build a house. He provides the following details for the contract which started on 1st April 2025.

Raw Materials	1,00,000
Labour	90,000
Overheads	10,000
Plant	1,00,000
Work certified	1,60,000
Work Uncertified	80,000
Material (Closing Balance)	20,000
Depreciation on Plant	25,000
Cash received from the contractee	1,50,000

Prepare the contract account assuming that the contract price was Rs. 5,00,000. Also show the work in progress which will be appearing in the balance sheet of contract.

Q. No. 4 B State principles generally followed in allocation of Notional profit to Reserves and Profit and loss account. (4 Marks)

OR

Q. No. 4 C Write a note on cost plus contract. (4 Marks)

Q. No. 5 A

(12 Marks)

Kadamba Transport Limited operates 5 buses (seating capacity 50 passengers) between Madgao to Panaji. The distance between the two places is 40 kms. Below are the details extracted from the records of the company during the month of April.

Details	Amount
Salary (Drivers)	1,00,000
Salary (Administrative Staff)	75,000
Deiseal for the buses	30,000
Repairs and maintenance (monthly)	25,000
Insurance premium (monthly)	20,000
Depreciation (monthly)	15,000
Overheads (monthly)	7,500

Actual passengers carried were 95% of the capacity. Buses run all the days. Each bus made a to and fro trip. Find out cost per passenger km.

Q. No. 5 B Explain standing & running charges in operating costing.

(4 Marks)

OR

Q. No. 5 C Adrit limited has 2 buses operating 30 days in a month. Each bus makes 1 round trip per day travelling a distance of 200 km per trip. The buses have a capacity of 60 passengers but are running at 100% of the capacity. Calculate total passenger kilometres for the company.

(4 Marks)

SYBCOM Semester End Assessment (Regular/Repeat)April 2026**Course Title: CBM – Services Marketing****Course Code: CBM-203****Category: Major****Semester: IV****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:

(8x2=16 marks)

- a) State any four characteristics of Services.
- b) What is service delivery?
- c) What is meant by a service product?
- d) What is meant by direct channel of service distribution?
- e) What do you mean by Service blueprint?
- f) Who are the Customer Contact Employees?
- g) Define Mutual fund.
- h) What are Telecommunication services?

Q.2.A. Explain the role of the service sector in the Indian economy.

(12 Marks)**OR**

Q.2.B. Explain factors responsible for the growth of the service sector in India.

(12 Marks)

Q.2.C. Explain the different states of Customer satisfaction.

(4 Marks)

Q.3.A. Apply the concept of the Product Level Framework to any one service sector and explain how each level is used in that service.

(12 Marks)

Q.3.B. A company is planning to price a new service. Identify and explain any four pricing challenges it may face with suitable examples.

(4 Marks)**OR**

Q.3.C. Explain the Importance of Place in service marketing.

(4 Marks)

Q.4.A. Explain Different types of service Processes and evaluate their suitability in various service industries.

(12 Marks)

Q.4.B. Choose any service provider and explain the stages of its service process with a practical example. **(4 Marks)**

OR

Q.4.C. Imagine any Hotel service and explain how physical evidence affects customer experience in that service. **(4 Marks)**

Q.5.A. Explain the different sectors of the hospitality industry in detail with examples. **(12 Marks)**

Q.5.B. Explain with examples how online banking services help customers perform financial transactions more easily in real-life situations. **(4 Marks)**

OR

Q.5.C. Assume a customer wants to protect different risks. Suggest suitable types of general insurances and explain their use. **(4 Marks)**

SYBCOM Semester End Assessment (Regular)

April 2026

Course Title: CCA/CFA – Indirect Tax**Course Code: COM-204****Category: Major****Semester: IV****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 Write short notes on the following: **(8 x 2 = 16 Marks)**

- i. Concept of indirect tax
- ii. List any two types of indirect taxes in India.
- iii. Goods and Services exempted from tax
- iv. Place of Supply
- v. Threshold limit for GST registration for the service sector
- vi. GST audit
- vii. Territorial waters under the Customs Act
- viii. Basic Customs Duty

Q.2 A) Explain the features of Goods and Services Tax (GST). **(1 x 12=12 Marks)**

OR

Q.2 B) Explain the concepts of Goods, Services, and Composite Supply as per the CGST Act, 2017 **(1 x 12=12 Marks)**

Q.2 C) Explain the Dual GST Model in India with reference to CGST and SGST **(1 x 04=04 Marks)**

Q.3 A) P Ltd provides the following information with regard to purchases and sales during the month of January 2026 in the State of Goa:

- Purchase of raw material A from local dealer ₹84,000 (inclusive of GST @5%)
- Purchase of raw material B from local dealer ₹1,18,000 (inclusive of GST @18%)
- Other expenses ₹25,000
- Profit margin earned = 20% on total cost

- During January 2026 only 50% of production is sold within the State
- Applicable GST rate = 18%
- There is no opening balance of ITC

Calculate the amount of CGST and SGST payable after utilising ITC for January 2026.

(1 x 12=12 Marks)

Q.3 B) From the following details show the utilisation of Input Tax Credit (ITC) in an optimum way

Nature of tax	Tax liability (₹)	ITC available (₹)
IGST	2,20,000	2,40,000
CGST	1,20,000	90,000
SGST	60,000	70,000

(1 x 04=04 Marks)

OR

Q.3 C) A trader purchases goods worth ₹50,000 plus GST @18% from a wholesaler. The goods purchased were sold for ₹70,000 plus GST @18%.

Calculate the Input Tax, Output Tax, and Net GST payable by the trader.

(1 x 04=04 Marks)

Q.4 A) A new entrepreneur wants to register for GST. Explain the complete procedure for GST registration on the GST portal, illustrating the major steps involved.

(1 x 12=12 Marks)

Q.4 B) A supplier issued an invoice for ₹10,000, but later realized the correct value should be ₹12,000. Which document should be issued in this situation? Explain its purpose.

(1 x 04=04 Marks)

OR

Q.4 C) Goods worth ₹70,000 are transported from Goa to Maharashtra. Explain whether an E-Way Bill is required and justify your answer.

(1 x 04=04 Marks)

Q.5 A Global Machinery Ltd. imported a machine from Germany. The following details are available:

Particulars	Amount
Price of machine	9,000 Euro
Freight paid (air)	1,800 Euro
Design and development charges paid abroad	600 Euro
Commission payable to Indian agent	3% of machine price
Date of arrival of aircraft	10 March 2026 (BCD rate 20%; Exchange rate notified by CBIC ₹88 per Euro)
Date of Bill of Entry	14 March 2026 (BCD rate 10%; Exchange rate notified by CBIC ₹90 per Euro)
Integrated GST	18%
Insurance charges	Paid but details are not available

Compute the total customs duty and IGST payable.

(1 x 12=12 Marks)

Q.5 B A sudden increase in the import of steel products from several countries has caused serious injury to the domestic steel industry in India. To control this situation, the government decides to impose a temporary duty on such imports.

Analyse the situation and identify the type of customs duty that may be imposed by the government.

(1 x 04=04 Marks)

OR

Q.5 C Mr. K, aged 40, returns to India from Australia (by air) and brings the following items:

Laptop	₹ 65,000
Tablet	₹ 40,000
Camera	₹ 55,000
Perfume	₹ 8,000
Shoes	₹ 10,000

Analyze the items and compute the customs duty payable.

(1 x 04=04 Marks)

SYBCOM Semester End Assessment (Regular/Repeat)

APRIL - 2026

Course Title: Event Management
Semester: IV

Course Code: CBM-204
Duration: 2 Hours

Category: Major
Max Marks: 80

Instructions:

- All questions are compulsory; however internal choice is given.
- Each question carries **16 marks**.
- Figures to right in the bracket indicates maximum marks.

Q.1 Explain the following terms.

(8 x 2 = 16 Marks)

1. Event Evaluation
2. Concept of Event Management
3. Team Building
4. Event Pricing
5. Concept of Event Design
6. State any two medium of Event Marketing
7. Event Sponsorship
8. Computer Applications in Event Financing and Control

Q.2 Answer the following.

A. Explain any six types of events.

(12 Marks)

OR

B. State and explain issues and challenges in event management.

(12 Marks)

C. Explain any 4 career opportunities in event management.

(4 Marks)

Q.3 Answer the following.

A. You are tasked with organizing a last-minute product launch for a company. What process you will follow in designing the Event?

(12 Marks)

B. Two planners are trying to win the same wedding contract. One sends a simple email with prices. The other sends a detailed proposal. What should be in the detailed proposal that makes the client choose the second planner over the first?

(4 Marks)

OR

C. A foreign business delegate is visiting your office for a signing ceremony. You are in charge of the event. What protocol-related arrangements you will make?

(4 Marks)

Q. 4 Answer the following.

A. You are managing an EDM event. Evaluate any six technical requirements you would focus on. **(12 Marks)**

B. You are managing a morning outdoor yoga event starting at 6:00 AM. Prepare a simple checklist of four things you must do the night before so that you are not rushing in the morning. **(4 Marks)**

OR

C. During an ongoing wedding reception, where you are a wedding planner, you suddenly see fire sparks coming from the DJ's sound system. Explain step by step what you and your team must do immediately to keep guests safe. List four actions you will take. **(4 Marks)**

Q. 5 Answer the following.

A. A new marathon event is launching in your city. There are already three other marathons that happen every year. Using the 7 Ps, evaluate what strategies the new organizer should focus on to attract participants. **(12 Marks)**

B. Your college is starting a new annual cultural festival called 'Vibrance 2026'. You want students from other colleges to attend. What four things will you do to make it popular and recognizable? **(4 Marks)**

OR

C. You want your event's publicity to go viral on social media. The event is a 'Retro 90s Theme Party'. Suggest one simple, fun challenge or contest idea that people will share online. Explain how it will help publicize your event. **(4 Marks)**

SYBCOM Semester End Assessment (Regular/Repeat)

April 2026

Course Title: Accounting for Services Organisation

Course Code: COM-221

Category: VET

Semester: IV

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. Working note should form part of solution
4. Use of scientific calculator not allowed
5. Every question should begin on a fresh page

Q.1. Answer the following questions:

(8x2=16 marks)

- a) Define Banking Company.
- b) State any two facilities provided by banks to customers.
- c) Write short note on premium.
- d) What is Re-Insurance?
- e) Write a short note on Visitors Ledger.
- f) State any two books of accounts maintained by educational institution.
- g) What is meant by Income and Expenditure Account?
- h) Name any two books of accounts maintained by Professionals.

Q.2.A. From the following information relating to Bandhan Bank Ltd, prepare Profit & Loss Account for the year ended 31st March 2025 along with necessary schedules. (12 Marks)

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Interest/ Discount on advances/ Bills	3,16,28,000	Interest on RBI borrowings	33,62,000
Income on Investments	1,18,10,000	Printing and stationery	3,13,000
Commission, Exchange & Brokerage	29,07,000	Directors fees, allowances & expenses	7,000
Profit on sale of investment	1,14,000	Balance with P&L A/c brought forward	16,82,000
Interest on deposits	3,14,04,000		

The following adjustments are to be made:

- 1) Make provision for Income tax (Including surcharges) @ 35%.
- 2) Every year the bank transfer 25% of Profit to statutory reserves.

OR

Q.2.B. The following particulars relate to Saraswat Bank Ltd as on 31st March 2025: **(12 Marks)**

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Paid up capital	500,000	Unclaimed dividend	3,000
Bills discounted	420,000	Current account	750,000
Fixed deposits	800,000	Furniture	59,000
Loans (Cr.)	70,000	Savings account	500,000
P&L account (Cr.)	60,000	Cash in hand & with RBI	120,000
Stamps & stationery	3,000	Tax paid in advance	1,000
Loans (Dr.)	10,50,000	Cash with other banks	250,000
Reserve fund	200,000	Endorsements & acceptances	40,000
Overdraft & cash credits	680,000	Investment (at cost) in shares	220,000
Money at call & short notice	80,000		

Prepare Balance Sheet as on 31st March 2025 as per Banking Regulation Act.

Q.2.C. Explain different types of advances offered by banks. **(4 Marks)**

Q.3.A. On 31st March 2025, the books of Shakti Insurance Co. Ltd contained the following particulars in respect of Fire Insurance: **(12 Marks)**

Particulars	Amount (Rs.)
Reserve for unexpired risk on 31st March 2024	600,000
Additional Reserve for unexpired risk on 31st March 2024	120,000
Premiums	12,50,000
Claims paid	720,000
Outstanding Claims on 31st March 2024	80,000
Outstanding Claims on 31st March 2025	110,000
Expenses of Management (Including ₹40,000 legal expenses paid in connection with claims)	320,000
Interest and Dividend	75,000
Profit on Sale of Investment	15,000
Commission Paid	180,000

On 31st March 2025, provide ₹6,80,000 as Unexpired Risk Reserve and ₹90,000 as Additional Reserve. Prepare the Fire Insurance Revenue Account for the year ended 31st March 2025.

Q.3.B. Ravi wants to protect his family & assets. Suggest different types of Insurance policies with examples. **(4 marks)**

OR

Q.3.C. ABC Insurance Ltd wants to prepare its Balance sheet as per regulatory requirements.

Prepare a specimen Balance Sheet in vertical form (Form B- BS) for the company. (4 Marks)

Q.4.A. From the following Trial Balance of Grand Residency Hotel as of March 31st 2025, prepare

Profit & Loss account for the year ended on that date. (12 Marks)

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Gross Profit from Restaurant	3,10,000	Insurance Premium	9000
Room rent received	5,50,000	Bad debt	4000
Staff salaries and wages	1,20,000	Printing and Stationery	6500
Laundry and Linen expenses	45,000	Advertising and Marketing	30,000
Guest supplies (toiletries etc.)	22,000	Miscellaneous Income	8500
Lighting and heating	38,000	Depreciation on Hotel Building	60,000
Repairs and renewals	15,000	Sundry Debtors (Guests)	1,00,000
Rates and Taxes	12,000	Provision for doubtful debt (1/4/2024)	3000

Additional Information:

- 1) O/S wages at the end of year Rs. 10,000/-
- 2) Prepaid insurance Rs. 1500/-
- 3) Provide for Doubtful debt at 5%
- 4) Lighting and heating includes Rs. 2000 for manager's private quarters

Q.4.B. XYZ school wants to organise its financial records. Explain the different books of accounts they should maintain. (4 marks)

OR

Q.4.C. The following information relates to the Tulsian Public school for the year ended on 31st March 2025. (4 Marks)

Particulars	Amount (Rs.)	Particulars	Amount (Rs.)
Tuition Fees	4,20,000	Library Books	45,000
Printing and Stationary	12,000	Interest on Investment	12,000
Govt. grants	1,50,000	Sports expenses	18,000
Sale of old news papers	2500	Entrance fees	20,000

Salaries of staff	3,10,000	General expenses	15,000
Furniture purchased	60,000		

Additional information :

- 1) Tution fees receivable amounting to Rs. 30000
- 2) Salaries outstanding at the end of the year 20000
- 3) Depreciate Furniture @ 10% p.a.

Prepare Income and Expenditure Account of Tulsian Public school.

Q.5.A. Dr. Rajesh, a medical practitioner commenced practice on 1st April 2024. His Receipt and payment account for the year ended 31st March 2025 was as follow: **(12 marks)**

Receipt	Amount (Rs)	Payment	Amount (Rs)
To Cash Balance	40,000	By Equipment	8,000
To Fees	1,20,000	By Furniture	4,500
To Miscellaneous Receipt	5,000	By Salary to Nurse	6,000
		By Medicines	5,000
		By Rent	3,600
		By Stationery	500
		By Electricity	100
		By Injections	400
		By Convenience	2,100
		By Books	3,000
		By Drawings	35,840
		By Balance c/d	
		Bank	89,160
		Cash	6,800
	165,000		165,000

Additional information :

- 1) Value of medicine in hand on 31st March 2025 was Rs 1300
- 2) Depreciate Furniture @ 10%, Equipment @ 15% and Books @ 5%
- 3) Outstanding Salaries at the end of the year amounted to Rs. 600.

Prepare Receipt and Expenditure account and balance sheet of Dr. Rajesh for the year ending 31st March 2025.

Q.5.B. The following information relates to Mr. Amit a Consulting Engineer for the year ending 31st March 2025. (4 marks)

Particulars	Amount (Rs)
Consulting fees	5,00,000
Project Supervision Fees	2,00,000
Office Rent	84,000
Assistant Salary	1,80,000
Travelling Expenses	50,000
Office Equipment	80,000
Internet charges	12,000
Drawings	60,000

Additional Information:

- 1) Outstanding project supervision fees Rs. 40000/-
- 2) Depreciation of office equipment @ 10%

Prepare Income and Expenditure account.

OR

Q.5.C. Advocate Ajit Kumar wants to ensure accurate financial records. Highlights the precautions he should take while maintaining his accounts. (4 marks)

SYBCOM Semester End Assessment (Regular/Repeat)
APRIL 2026

Course Title: Strategic Performance Management (VET) (Cost Accounting)

Course Code: CCA-221

Category: Minor

Semester: IV

Duration: 02 Hours

Max Marks: 80

Instructions:

- All questions are compulsory, however Q2, Q3, Q4 & Q5 has internal choice
- Figures to the right indicate the maximum marks allotted.
- Every question should begin on a fresh page

Q.1. Write short notes on the following.

(8×2=16 marks)

- Concept of corporate credit score
- Benefits of balance score card
- Deployment of six sigma
- Concept of risk retention
- Factors affecting credit score (any-02)
- Concept of corporate performance management
- Essentials of total quality management (any-02)
- Concept of risk mapping.

Q 2 A. Discuss elements of performance management.

(1 x 12= 12 marks)

OR

Q. 2.B Explain tools of financial report analysis.

(1 x 12= 12 marks)

Q.2.C What is meant by credit rating?

(1 x 04 = 04 marks)

Q 3.A. As a Chairman of Pavan Pvt Limited, discuss with the board of directors about introduction of balance score card as performance measurement tools.

(1 x 12= 12 marks)

Q.3. B. What is meant by people performance management?

(1 x 04= 04 marks)

OR

Q.3. C. Discuss implications of RONA model

(1 x 04= 04 marks)

Q.4.A. You are appointed as a consultant by the Panther Private limited, to explain the company the boards of directors about principles of lean manufacturing. Discuss the important points. (1x12=12 marks)

Q.4. B. Explain 02 types of benchmarking. (1 x 04= 04 marks)

OR

Q.4. C. What is meant by management information system? (1 x 04= 04 marks)

Q.5. A. Discuss the complete process of risk management and its objectives a company must follow to conduct risk analysis. (1 x 12= 12 marks)

Q.5.B. Explain the concept of diversification of risk. (1 x 04 = 04 marks)

OR

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

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SYBCOM SEMESTER END ASSESSMENT (Regular/Repeat)-

April 2024

Course Title: Digital Marketing (VET)

Course Code: CBM-221

Category: Minor

(Theory: 4 Credits)

Semester: IV

Duration: 2 hrs

Max Marks: 80

Instructions:

1. The question paper contains 5 main questions spread across 2 pages.
 2. All questions are compulsory; however, internal choice is available.
 3. You may answer randomly, but 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 2 marks = 16 marks)

1. Define Digital Marketing.
2. What do you mean by Search Engine Optimization (SEO)?
3. State any four core technologies used in front-end development.
4. Define Digital Campaign.
5. Define LinkedIn Business Page.
6. List any four techniques used in Facebook Page Optimization.
7. List the importance of Social Media Management.
8. What is Social Media Management?

Q. 2 A) Explain the various channels of Digital Marketing with suitable examples.

(12 marks)

OR

Q. 2 B) Explain the role of Digital Marketing in helping businesses compete with larger corporations.

(12 marks)

Q. 2 C) Explain the difference between Traditional Marketing and Digital Marketing.

(04 marks)

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Q. 3 A) Assume you are launching a new online fashion brand. How would you use the Paid, Owned, and Earned Media (POEM) framework to promote your business effectively? **(12 marks)**

Q. 3 B) A startup brand 'UrbanThread' plans to design its official website. Explain how the key elements of an effective website can be incorporated to attract visitors. **(04 marks)**

OR

Q. 3 C) An educational platform 'EduLearn' aims to improve its website performance. Apply the concepts of UI and UX design to enhance its usability. **(04 marks)**

Q. 4 A) New clothing brand wants to start promoting its products on Instagram. Explain how the brand should create an account and apply Instagram marketing strategies effectively. **(12 marks)**

Q. 4 B) A local business is struggling to gain online visibility. How would you apply social media marketing fundamentals to improve its reach, engagement, and customer base? **(04 marks)**

OR

Q. 4 C) A mobile accessories shop 'TechGear' wants to use X for marketing. Explain how X for marketing can be used effectively. **(04 marks)**

Q. 5 A) A Business wants to build a strong online presence through social media. Explain in detail the steps involved in social media management. **(12 marks)**

Q. 5 B) Imagine Raj is appointed as a Social Media Manager. Explain the skills he needs to carry out his responsibilities successfully. **(04 marks)**

OR

Q. 5 C) If Priya is appointed as a Social Media Manager, what challenges she might face while managing social media for an organization? **(04 marks)**

*****Best of Luck *****

SYBCOM Semester End Assessment (Regular)

April 2026

Course Title: CFA – Forensic Accounting

Course Code: CFA-205

Category: Major

Semester: IV

Duration: 1 Hour

Max Marks: 40

Instructions:

1. All questions are compulsory, however internal choice is given from Q2 to Q5.
 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: **(4 x 2 = 8 Marks)**

- i. Mention any two types of financial crimes.
- ii. What is meant by fraud?
- iii. What is digital forensics?
- iv. What is terrorism financing?

Q.2 A) Explain the scope of forensic accounting

(1 x 6 = 6 Marks)

OR

Q.2 B) Discuss the ethical considerations in forensic accounting **(1 x 6 = 6 Marks)**

Q.2 C) What is meant by data collection in forensic accounting? **(1 x 2 = 2 Marks)**

Q.3 A) A business organization discovers that confidential financial data has been stolen through unauthorized access to its computer systems. Explain how investigative techniques used in digital forensics can be applied to examine the incident and trace the offender. **(1 x 6 = 6 Marks)**

Q.3 B) Deleted emails and files were recovered from a suspect's laptop during an investigation. How can such recovered data help in a cybercrime investigations?

(1 x 2 = 2 Marks)

OR

Q.3 C) A firm exists only on paper and is used to move funds from one account to another. How can investigation of such a shell company help in detecting money laundering? **(1 x 2 = 2 Marks)**

Q.4 A) During an investigation, several invoices, bank records, and digital documents were found to contain inconsistencies. Evaluate how document examination and evidence gathering methods can help in identifying and proving financial misconduct in such a situation. **(1 x 6 = 6 Marks)**

Q.4 B) A forensic accountant is asked to present findings in a fraud case. How should professional standards guide the preparation of the report? **(1 x 2 = 2 Marks)**

OR

Q.4 C) A forensic accountant needs to obtain truthful information from a suspect without using force. How can proper interrogation techniques be applied in this situation? **(1 x 2 = 2 Marks)**

Q.5 A) A company undergoing insolvency proceedings is suspected of fund diversion, hidden assets, and mismanagement by top officials. Evaluate the role of forensic accounting in bankruptcy and insolvency investigations in such circumstances. **(1 x 6 = 6 Marks)**

Q.5 B) In a major fraud case, lawyers need technical financial evidence to present before the court. How can litigation support help them? **(1 x 2 = 2 Marks)**

OR

Q.5 C) A court is dealing with a complicated financial fraud involving manipulated records and technical data. How can expert witness testimony assist the court in understanding the matter? **(1 x 2 = 2 Marks)**

S.Y.B.COM Semester End Assessment (Regular/Repeat) April 2026

Course Title: Marginal Costing

Course Code: CCA-205

Duration: 1 Hr

Instruction:

Semester: IV

Max. Marks: 40

1. The question paper contains 5 questions spread across 2 pages.
2. All questions are compulsory however internal choice is available.
3. Figures to the right in brackets indicate maximum marks.
4. Use of non-programmable calculator is allowed.

Q. 1 Write a short note on the following

(8 x 1 = 8 Marks)

- a. Concept of Profit Volume Ratio
- b. Marginal cost equation
- c. Cost Volume Profit Analysis
- d. Profit Planning
- e. Make or Buy Decision
- f. Market Expansion
- g. Accepting the offer at lower price
- h. Export or Sale Locally

Q. 2 A From the following information relating to a unit, you are required to prepare a marginal cost statement and find out the following: **(6 Marks)**

- | | |
|----------------------|------------------------------|
| a) Contribution, | b) P/V Ratio, |
| c) BEP in Units, and | d) Margin of Safety (units). |

Total Fixed Costs ₹45,000

Total Variable Costs ₹75,000

Sales ₹1,50,000

Units Sold 50,000

ORQ. 2 B Explain the steps in decision making process in marginal costing. **(6 Marks)**Q. 2 C Enumerate any four features of Marginal Costing **(2 Marks)**Q. 3 A Using the following information answer the questions mentioned below **(6 Marks)**

Period	Sales (₹)	Profit (₹)
1	1,20,000	9,000
2	1,40,000	13,000

Find out the following:

- a) P/V ratio,
- b) Fixed Costs,
- c) BEP (in ₹)
- d) Profit when sales are ₹1,00,000,
- e) Sales to a profit of ₹15,000

Q. 3 B What is high-low method of costs segregation? **(2 Marks)**

OR

Q. 3 C What is break-even point? **(2 Marks)**

Q. 4 A Yash Ltd. Has two plants at Pilerne Industrial Estate. Both plants are working at 100% capacity. The company is considering the proposal to merge the two plants to optimise capacity. **(6 Marks)**

The following details are available in respect of the two plants regarding their performance.

Particulars	Location 1	Location 2
Sales ₹	2,00,000	1,20,000
Variable Costs ₹	1,50,000	90,000
Fixed Costs ₹	30,000	20,000

You are required to work out the following:

- Sales at which the merged plant will be break even
- Sales required if the merged plant is required to earn an overall profit of ₹80,000

Q. 4 B How marginal costing helps in deciding whether to drop or continue the product? **(2 Marks)**

OR

Q. 4 C Discuss Capital Budgeting decision. **(2 Marks)**

Q. 5 A Following information is provided by the management of the company. **(6 Marks)**

Particulars	Alpha(₹)	Beta(₹)
Direct Material	100	90
Direct Wages Alpha	30	20
Variable Overheads	15	10

Total Fixed Costs ₹ 8,000. Assuming that selling price of product Alph is ₹200 and product Beta is ₹150. Advice the management as to which of the following sales mix will help them to earn maximum profit.

Sales mix 1: Alpha – 1000 units Beta – 2000 units

Sales mix 2: Alpha – 1500 units Beta – 1500 units

Q. 5 B Explain how level of activity planning is done. **(2 Marks)**

OR

Q. 5 C Marginal costing helps in deciding change in the method of production, explain. **(2 Marks)**

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SYBCOM SEMESTER END ASSESSMENT (Regular/Repeat)

April 2026

Course Title: Brand Management

Course Code: CBM-205

Category: Major -3

(Theory: 2 Credits)

Semester: IV

Duration: 1 Hour

Max Marks: 40

Instructions:

- The question paper contains **5 main questions** carrying equal marks and spread across **2 pages**.
 - All questions are compulsory, however internal choice is available.
 - You may answer randomly but every main question attempted should be answered serially.
 - Figures to the right in brackets indicate maximum marks.
-

Q. 1) Answer the following:

(4 x 2 marks = 08 marks)

- a) What do you mean by Brand Evolution?
- b) List the Features of Good Brand Name.
- c) State the meaning of Brand Differentiation.
- d) What are the benefits of Brand Equity?

Q. 2 A) Explain different Brand Promotion Methods.

(06 marks)

OR

Q. 2 B) Describe Branding opportunities and challenges.

(06 marks)

Q. 2 C) List any four significances of Branding.

(02 marks)

Q. 3 A) Reliance Jio is a domestic telecom brand competing with global telecom players and technologies. How can Jio develop competitive advantages to outperform foreign competitors?

(06 marks)

Q. 3 B) BMW collaborated with Louis Vuitton for co-branded luxury products. Explain the concept of co-branding.

(02 marks)

OR

Q. 3 C) Tiffany & Co. is a premium jewellery brand with global recognition. Explain luxury brand management.

(02 marks)

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- Q. 4 A)** Procter & Gamble manages a portfolio of diverse brands such as Tide, Pampers, and Gillette. Explain the different types of brand architecture. **(06 marks)**
- Q. 4 B)** Dabur is a well-known brand in healthcare products and has introduced products like juices and personal care items under the same brand name. Explain the concept of brand extension. **(02 marks)**

OR

- Q. 4 C)** ITC Limited manages brands like Aashirvaad, Sunfeast, and Fama. Briefly describe brand portfolio management. **(02 marks)**
- Q. 5 A)** A company aims to improve its brand performance. Describe the steps involved in the Strategic Brand Management process. **(06 marks)**
- Q. 5 B)** Coca-Cola positions its brand around happiness and refreshment. Explain the concept of brand positioning. **(02 marks)**

OR

- Q. 5 C)** Nike enjoys high customer loyalty and brand recognition. What do you understand by Customer-Based Brand Equity? **(02marks)**

*****Best of Luck *****

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

April 2026

Course Title: संभाषण कला (Public Speaking Skill)

Category: Ability Enhancement Course

Course Code: HIN-252

Duration: 1 Hour

Semester: IV

Max Marks:40

सूचनाएँ :

1. सभी प्रश्न अनिवार्य हैं।
2. प्रत्येक मुख्य प्रश्नों का उत्तर नए पन्ने पर ही शुरू करें।
3. प्रश्न क्रमांक और उपप्रश्न क्रमांक स्पष्ट रूप से लिखिए।
4. दायी ओर दर्शाएँ हुए अंक प्रश्न के गुण दर्शाते

प्रश्न 1). निम्नलिखित प्रश्नों के जवाब लिखिए।

(4×2=8)

1. संभाषण से आप क्या समझते हैं?
2. मानक उच्चारण से आपका क्या आशय है ?
3. किसी कार्यक्रम को सफल बनाने में सूत्रसंचालक की क्या भूमिका है?
4. 'आँखों देखा हाल' से आप क्या समझते हैं?

प्र 2) अ) निम्नलिखित प्रश्न का जवाब लिखिए।

(08)

1. संभाषण कला के प्रमुख उपादान स्पष्ट कीजिए।

अथवा

प्र. 2) आ) टिप्पणीयाँ लिखिए।

(2×4=8)

1. सूत्रसंचालक के गुण।
2. साक्षात्कार में किन बातों को ध्यान में रखना चाहिए?

प्र 3) अ) निम्नलिखित प्रश्न का जवाब लिखिए। (08)

1. कर्मेट्री का अर्थ स्पष्ट करते हुए कर्मेट्री के प्रकार लिखिए।
अथवा

प्र 3) आ) टिप्पणियाँ लिखिए। (2×4=8)

1. संभाषण के कोई चार रूप लिखिए।
2. अंतराल ध्वनि और वेग का अर्थ एवं महत्व स्पष्ट कीजिए।

प्र 4) अ) निम्नलिखित प्रश्न का जवाब लिखिए। (08)

1. गोवा का समाज और संस्कृति इस विषय पर भाषण आलेख लिखिए।
अथवा

प्र. 4) आ) टिप्पणियाँ लिखिए। (2×4=8)

1. समाचार वाचन और उद्धोषणा।
2. संभाषण कला में आत्मविश्वास का महत्व।

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

1. सूत्रसंचालन का अर्थ स्पष्ट करते हुए सूत्रसंचालन के चार चरणों पर प्रकाश डालिए।
अथवा

प्र 5) आ) टिप्पणियाँ लिखिए। (2×4=8)

1. वार्तालाप और वाद-विवाद में अंतर।
2. एकालाप की विशेषताएं।

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SYBCOM Semester End Assessment (Regular/Repeat)

APRIL 2026

Course Title: संभाषण कौशल्य (Communication Skills)

Course Code: KON-252

Category: AEC

Semester: IV

Duration: 1 Hour

Max Marks: 20

सुचोवण्यो: 1.) सगळे प्रस्न सक्तीचे आसात.

2.) प्रस्नां सामकार दर एकल्याचे गूण दाखयल्यात.

प्र. 1. सकयल दिल्ल्या खंयच्याय चार प्रस्नांच्यो जापो बरयात. (4x2 marks=8 marks)

क. संभाषण कौशल्याचो अर्थ सांगून ताची कांय व्याख्या बरयात.

ख. संभाषण कौशल्याचें म्हत्व आनी गरज स्पश्ट करात.

ग. संभाषण कौशल्याचें स्वरूप स्पश्ट करात.

घ. "संभाषण कौशल्य ही एक कला" हें विधान स्पश्ट करात.

ड. संभाषण कौशल्या खातीर मनशान आत्मसात करपी गजाली तुमच्या उतरांनी स्पश्ट करात.

प्र. 2. सकयल दिल्ल्या खंयच्याय तीन प्रस्नांच्यो जापो बरयात. (3x2 marks =6 marks)

क. शाब्दीक संभाषणाचो अर्थ बरोवन ताचें प्रकार स्पश्ट करात.

ख. एक बरें संभाषण घडून येवपा खातीर आयकप हें कितलें म्हत्वाचें थारता. तुमची मतां मांडात.

ग. प्रत्यक्ष आनी अप्रत्यक्ष संभाषणांविशी चर्चा करात.

घ. लिखित संभाषण हें तोंडी संभाषणा परस चड खात्रीशीर आसता. तुमचें मत उक्तायात

प्र. 3. सकयल दिल्ल्या प्रस्नांच्यो जापो बरयात. (2x3 marks =6 marks)

क. संभाषण कौशल्यांत वाचनाचें म्हत्व सांगात.

ख. संभाषण कौशल्यांत भाशेचेर प्रभुत्व आसप कित्याक गरजेचें.

वा (OR)

प्र. 3. सकयल दिल्ल्या प्रस्नांच्यो जापो बरयात. (2x3 marks =6 marks)

क. सोशल मिडियाच्या युगांत संभाषणाची आव्हानां स्पश्ट करात.

ख. बरें संभाषण सादपाक कसलें गूण आपणावपाक जाय?
