

**COOCH BEHAR PANCHANAN BARMA UNIVERSITY**

B.Com. Honours 3rd Semester Examination, 2020, held in 2021

COMMERCE**MARKETING MANAGEMENT AND HUMAN RESOURCE MANAGEMENT****CORE-5**

Time Allotted: 2 Hours

Full Marks: 40

*The figures in the margin indicate full marks.
Candidates are required to give their answers in their own words as far as practicable.*

Answer any two questions from the following

20×2 = 40

1. Define product life cycle. Discuss the various stages involved in product life cycle. Discuss the factors in detail influencing the product pricing decisions. 5+10+5
2. What is personal selling? Discuss the various process of personal selling. What are the essentials of successful selling? 4+8+8
3. What is Human Resource Planning? Discuss in detail the process of human resource planning. What are the benefits of human resource planning? 2+10+8

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COMMERCE

BUSINESS STATISTICS

CORE-6

Time Allotted: 2 Hours

Full Marks: 40

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Answer any two questions from the following

20×2 = 40

1. (a) What do you mean by primary data and secondary data? 4+4+12=20
 (b) State the various methods of collection of primary data.
 (c) Find mean, median and mode from the following data:

Height (cms):	120-129	130-139	140-149	150-159	160-169
No. of students:	12	18	32	24	8

2. (a) Show that SD is independent of the change of origin but it depends on the change of scale. 8+8+4=20
 (b) Why SD is regarded as superior to other absolute measures of dispersion?
 (c) Define central moments and raw moments.
3. (a) The heights of the Students of a college are given below. Find the standard deviation of heights. 10+10=20

Heights (cm):	160-163	164-167	168-171	172-175	176-179	180-183	184-187
No. of Students:	22	80	98	148	14	43	5

- (b) Find the correlation co-efficient between X and Y.

X:	45	55	56	58	60	65	68	70
Y:	56	50	48	60	62	64	65	70

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B.Com. Honours 3rd Semester Examination, 2020, held in 2021

COMMERCE

COST ACCOUNTING

CORE-7

Time Allotted: 2 Hours

Full Marks: 40

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Candidates are required to give their answers in their own words as far as practicable.

Answer any two questions from the following

20×2 = 40

1. Define cost Accounting. Distinguish between cost accounting and financial accounting. What are the advantages of cost accounting? 4+8+8

2. (a) Write a short note on Economic Order Quantity. 5+15

(b) The following is the history of the receipts and issues of materials in a factory during February.

2020	Opening balance 500 kg @ Rs. 25
Feb-1	
Feb-3	Issue 70 kg
Feb-5	Issue 180 kg
Feb-8	Received from suppliers 200 kg @ Rs. 24.50
Feb-14	Refund of surplus from a work order 15 kg @ Rs. 24.00
Feb-16	Issue 180 kg
Feb-20	Received from suppliers 240 kg @ Rs. 24.37
Feb-24	Issue 304 kg
Feb-25	Received from suppliers 320 kg @ Rs. 24.31
Feb-26	Issue 112 kg
Feb-28	Received from suppliers 100 kg @ Rs. 25.00

The stock verifier of the factory on 15th Feb 2020 found a shortage of 5 kg. Following FIFO method prepare a Stores Ledger Account.

3. A machine costing Rs. 10,000 is expected to run for 10 years at the end of which its scrap value is Rs. 1,000. Repairs to the machine during its entire life are expected at Rs. 1,800 and the machine is expected to run 4,380 hours per year on an average. Its electricity consumption is 15 units per hour @ 5 paise per unit. The machine occupies $\frac{1}{4}$ th of the area of the department and has two points out of a total of ten for lighting. The foreman devotes about $\frac{1}{3}$ rd of his time to the machine. The monthly rent of the department is Rs. 300 and the lighting charges Rs. 80 per month. The foreman's salary is Rs. 480 per month, insurance 1% per annum and expenses on oil etc. Rs. 9 per month. Find out the Machine Hour Rate. 20

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