

**COMMERCE**

**PAPER - I**

Time - 3 Hours

Full Marks-100

*Objective Type Questions for 100 marks.*

**Terminology / Captions related to -**

1. Trade & Commerce 10 Marks
2. Business & Management 10 Marks
3. Banking & Insurance 10 Marks
4. Marketing & Sales Management 10 Marks
5. Capital Market 10 Marks
6. Financial Management 10 Marks
7. Accounting Theories 10 Marks
8. Business Laws 10 Marks
9. Business Economics 10 Marks
10. Research Methodology & Statistics 10 Marks

**PAPER - II**

Time - 3 Hours

Full Marks-100

*This paper is divided into two groups as under*

**Group A**

*Essay - on any subject related to commerce -*

*25 marks*

**Group B**

*A candidate is required to attempt five descriptive type questions out of ten carrying 15 marks each. 75 marks.*

*The following chapters are prescribed for the purpose :-*

1. Meaning, nature and functions of management.
2. Delegation of Authority - Concept & Significance.
3. Organisation - Theories of organisation.
4. Demand-Determinates of demand. Elasticity of demand.
5. Price determination under different market conditions.
6. Budgeting - Definition of budget, fixed & flexible budget, Budgetary control.
7. Marginal costing & Break-even Analysis.
8. Marketing Research - meaning and scope of market research.
9. Working capital - nature and factors determining working capital requirements.
10. Financial requirements-over and under capitalisation.
11. Formation of companies-Memorandum of Association. Articles of Association and Prospectus.
12. Winding up and dissolution of companies.
13. Research - meaning and nature of research, purpose of research, recent trends in research and research as a tool of business policy.
14. Research project & survey - conduct of survey, methods of collection-qualities of a good thesis, characteristics of good reporting.