

B A, B SC, B COM DEGREE END SEMESTER EXAMINATION - APRIL 2026**UGP (HONS.) SEMESTER - 2: MULTI-DISCIPLINARY COURSE****COURSE: 24UCOMMDC104 - INTRODUCTION TO COMMERCE***(For Regular 2025 Admission)*

Time: 1.5 hour

Total Marks: 50

SECTION A***Answer ALL Questions. Each question carries 1 mark***

1. Arjun runs a successful bakery, aiming to provide quality products to his community while also ensuring the business makes a profit to grow and sustain itself. His brother, Kabir, works as a salaried manager in a corporate office, strictly following company policies. Their cousin, Simran, is a chartered accountant who provides audit services to various companies for a fee, adhering to the standards set by the Institute of Chartered Accountants. Based on the descriptions, who is engaged in a 'profession'?
A) Arjun
B) Kabir
C) Simran (CO1, An)
D) Both Kabir and Simran
2. Buying and selling of goods between two countries is called:
A) Home trade
B) Local trade
C) Foreign trade (CO3, R)
D) Internal trade
3. Which of the following is NOT an auxiliary to trade?
A) Banking
B) Insurance
C) Manufacturing (CO3, U)
D) Advertising
4. Maya is planning the budget for her new café for the next year. She estimates her expected income from selling coffee and snacks and plans her expected expenses for rent, salaries, and coffee beans. She hopes to have some money left over for savings.

If the money left over (excess of estimated income over expenses) is considered, what is Maya preparing?

- A) A Balance Sheet
- B) A Financial Plan showing surplus
- C) An Income Statement (CO4, A)
- D) A Tax Return

5. "The Speedy Delivery Co." promises to deliver packages anywhere in a city within 24 hours. They own a fleet of delivery vans, have a central sorting office, and use a software system to track packages and plan the most efficient routes for their drivers.

This entire network and process of moving packages from senders to receivers is an example of:

- A) Advertising
- B) Logistics and Supply Chain Management
- C) Banking (CO3, An)
- D) Wholesale Trade

6. Which type of company can invite the general public to subscribe to its shares?

- A) Private Limited Company
- B) Public Limited Company
- C) One Person Company (CO2, U)
- D) Unlimited Company

7. An example of a direct tax is:

- A) Goods and Services Tax (GST)
- B) Customs Duty
- C) Income Tax (CO4, R)
- D) Excise Duty

8. The primary function of accounting is to:

- A) Calculate taxes
- B) Record, classify, and summarize financial transactions
- C) Sell products
- D) Manage employees (CO4, U)

9. A plan expressed in money terms, for a definite future period, is known as:

- A) A financial statement

- B) A budget **26U232**
- C) A tax return
- D) A sales report (CO4, R)
10. Funds needed for a very long period, typically more than 5 years, to buy fixed assets like land and machinery are called:
- A) Short-term finance
- B) Medium-term finance
- C) Long-term fina (CO4, R)
- D) Working capital
- (1 x 10 = 10)**

SECTION B

Answer ANY TEN Questions. Each question carries 2 marks

11. Differentiate between economic and non-economic activities with one example each. (CO1, U)
12. What is a 'Partnership Deed'? List any four things it typically contains. (CO1, U)
13. Differentiate between 'Business' and 'Profession' based on their primary objective and qualification required. (CO1, A)
14. Give two examples each of short-term and long-term sources of finance. (CO4, U)
15. How does 'Transportation' facilitate trade? (CO3, U)
16. What do you understand by 'Social Responsibility of Business'? (CO1, U)
17. Define Wholesale Trade and Retail Trade. (CO3, R)
18. List out the hindrances of business and various auxiliaries removes it. (CO1, R)
19. What do you understand from the term "Auditing". (CO3, U)
20. How risk and reward are correlated? (CO1, An)
21. What do you understand by the term C2C? (CO2, U)
- (2 x 10 = 20)**

SECTION C

Answer any FOUR Questions. Each question carries 5 marks

22. Explain any five key features of a joint- stock company. (CO2, An)
23. Prepare a note on types of industries with examples. (CO3, U)
24. What do you mean by insurance? How can it be helpful to a business? (CO4, U)
25. How can you launch a business? Explain it step by step. (CO5, C)
26. Andrews, a science student, is looking for assistance in raising funds for his father's business. How can you help him by suggesting various sources of it (CO4, U)
- (5 x 4 = 20)**