

ASSIGNMENTS

BACHELOR OF COMMERCE

B.Com- 6th semester (1st Year)

(For the Students admitted in the Session 2023-24)



Centre for Distance & Online Education

Guru Jambheshwar University of Science & Technology

Hisar-125001

Compiled by:-

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GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
CENTRE FOR DISTANCE AND ONLINE EDUCATION
Programme: Bachelor of Commerce (B.Com.)

Course Name: Sales Management

Sem: 6th

Code: BCOM 601

Total Marks=30

Important Instructions

- i. Attempt all questions from each assignment given below.**
- ii. Each assignment carries 10 marks.**
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on LMS portal.**

ASSIGNMENT-I

1. Explain the concept of sales and sales management. How does sales management contribute to business success?
2. Differentiate between sales and marketing. Provide practical examples to support your answer.
3. Explain the relationship between sales management and customer relationship management (CRM). How does CRM improve sales performance?

ASSIGNMENT-II

1. Explain different types of compensation plans for salespeople. Which plan do you think is most effective and why?
2. Explain territory management. Discuss the need and procedure for setting up effective sales territories.
3. What is time management in sales? Explain routing and scheduling techniques used by sales personnel.

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
CENTRE FOR DISTANCE AND ONLINE EDUCATION**

Programme: Bachelor of Commerce (B.Com.)

**Course Name: Financial Services
Code: BCOM 602**

**Sem: 6th
Total Marks=30**

Important Instructions

- i. Attempt all questions from each assignment given below.**
- ii. Each assignment carries 15 marks.**
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on LMS portal.**

ASSIGNMENT-I

- Q1.** Describe the structure and functions of the Indian financial system and give an overview of financial markets in India.
- Q2.** Distinguish between the money market and capital market. Explain their instruments, participants, and major segments.
- Q3.** What is merchant banking? Explain its functions and regulatory framework.

ASSIGNMENT-II

- Q1.** Explain the concept of microfinance institutions (MFIs). How do they contribute to financial inclusion in India?
- Q2.** Discuss leasing and hire purchase as sources of finance.
- Q3.** Explain stock broking, portfolio management services, and wealth management services.

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
CENTRE FOR DISTANCE AND ONLINE EDUCATION
Programme: Bachelor of Commerce (B.Com.)

Course Name: Indian Polity and Governance
Code: BCOM 603

Sem: 6th
Total Marks=30

Important Instructions

- i. Attempt all questions from each assignment given below.**
- ii. Each assignment carries 15 marks.**
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on LMS portal.**

ASSIGNMENT-I

1. What is Indian Constitution? Explain about its important features.
2. Briefly explain about important functions and responsibilities of State and Union.
3. Write short note on the following:
 - Issues and Challenging related to the federal structure
 - Organisation and functioning of Executive and Judiciary ministries

ASSIGNMENT-II

1. Define NGO. Explain about its roles.
2. Define Parliament and state legislature structure. How these are functions?
3. Write short note on the following:
 - E-Governance Applications
 - Role of Civil Services in Democracy

**GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
CENTRE FOR DISTANCE AND ONLINE EDUCATION**

Programme: Bachelor of Commerce (B.Com.)

Course Name: Income Tax-II

Sem: 6th

Code: BCOM 604

Total Marks=30

Important Instructions

- i. Attempt all questions from each assignment given below.**
- ii. Each assignment carries 15 marks.**
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on the portal.**

ASSIGNMENT-I

1. How is the income of Karta taxed if it is used for personal or family expenses?
2. XYZ Pvt. Ltd., a domestic company in India, earned a net profit before tax of ₹1,00,00,000 in the financial year.

Corporate tax rate: 25%

Dividend distribution planned: 40% of after-tax profits

Dividend tax rate for shareholders: 10%

Tasks:

- a) Compute the corporate tax paid by the company.
 - b) Compute the dividend amount to be distributed.
 - c) Compute the dividend tax payable by shareholders.
 - d) Find the total tax incidence (corporate + shareholder tax).
 - e) Calculate the effective tax rate on the company's profits.
3. Discuss the impact of MAT on corporate tax planning.

ASSIGNMENT-II

1. What are the consequences for a company failing to deduct TDS?
2. What is the difference between filing ITR voluntarily and mandatorily?
3. What are the punishments for furnishing false statements or documents?

GURU JAMBHESHWAR UNIVERSITY OF SCIENCE & TECHNOLOGY, HISAR
CENTRE FOR DISTANCE AND ONLINE EDUCATION
Programme: Bachelor of Commerce

Course Name: Training and Development
Code: BCOM 606

Sem.: 6th
Total Marks=30

Important Instructions

- i. Attempt all questions from each assignment given below.
- ii. Each assignment carries 15 marks.
- iii. All questions are to be attempted in legible handwriting on plane white A-4 size paper and upload the scanned copy of the assignments on students' portal.

ASSIGNMENT-I

- Q1. Explain the training process step by step. Differentiate between training and development.
- Q2. What is Training Need Analysis (TNA)? Why is it important?
- Q3. A firm wants to introduce e-learning. What factors should it consider?

ASSIGNMENT II

- Q1. Evaluate different training methods and suggest the most effective ones.
- Q2. Analyze the role of HR managers in designing effective training programs.
- Q3. Explain the importance of evaluation of training programs.