

# **ASSIGNMENTS**

**BACHELOR OF COMMERCE**

**B.Com- 6<sup>th</sup> semester (3<sup>rd</sup> Year)**

**For**

**Promotee Students**



**Session 2022-23**

**Centre for Distance and Online Education**

**Guru Jambheshwar University of Science & Technology**

**Hisar-125001**

**Compiled by:-**

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**B.Com - Programme**

**CDOE, GJUS&T, Hisar**

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

**Programme: Bachelor of Commerce (B.Com.)**

**Course Name: Sales Management**

**Total Marks – 30**

**Semester – 6<sup>th</sup>**

**B.Com- 3<sup>rd</sup> Year**

**Code: BCOM 601**

**Important Instructions**

- i. All questions are compulsory.**
- 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 assignments on student's portal.**

**ASSIGNMENT I**

- Q1. “Sales management is basically management of the sales force”. Do you agree with this statement? Give reasons in support of your, answer.**
- Q2. Explain various operative functions of sales department.**
- Q3. What is different type of organization structures? What purpose they serve for the organization?**

**ASSIGNMENT II**

- Q1. Describe the procedure for selection of right type of salesman.**
- Q2. Discuss the need and importance of training the salesmen.**
- Q3. Define the term “Sales Quota” and discuss in brief the different types of sales quota.**

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**CENTRE FOR DISTANCE AND ONLINE EDUCATION**  
**Programme: Bachelor of Commerce (B.Com.)**

**Course Name: Financial Services**  
**Semester – 6<sup>th</sup>**  
**Code: BCOM 602**

**Total Marks – 30**  
**B.Com- 3<sup>rd</sup> Year**

**Important Instructions**

- i. All questions are compulsory.**
- 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 assignments on student's portal.**

**ASSIGNMENT I**

- Q1. Explain the structure of the Indian financial system. What are its main components, and how do they contribute to the functioning of the economy?**
- Q2. Explain the difference between primary and secondary financial markets in India.**
- Q3. What is the role of mutual funds in the Indian financial system?**

**ASSIGNMENT II**

- Q1. Explain the concept of securitization. How has the securitization process impacted the Indian financial market?**
- Q2. Discuss the concept of leasing as a fund-based financial service. What are the different types of leases?**
- Q3. Explain the role of credit rating agencies in the financial system.**

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**CENTRE FOR DISTANCE AND ONLINE EDUCATION**

**Programme: Bachelor of Commerce (B.Com.)**

**Course Name: Indian Polity and Governance**

**Total Marks – 30**

**Semester – 6<sup>th</sup>**

**B.Com- 3<sup>rd</sup> Year**

**Code: BCOM 603**

**Important Instructions**

- i. All questions are compulsory.**
- 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 assignments on student's portal.**

**ASSIGNMENT I**

- Q1. What are the Fundamental Rights, and where are they outlined in the Constitution?**
- Q2. Name two institutions involved in development planning that emphasize cooperative federalism.**
- Q3. What powers does Parliament have concerning the impeachment of the President and removal of judges?**

**ASSIGNMENT II**

- Q1. How is the Chief Justice of India appointed, and what is the role of the Collegium system in this process?**
- Q2. What challenges must be addressed to fully realize the potential of e-governance?**
- Q3. How can emerging trends and technological advancements impact future development?**

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**CENTRE FOR DISTANCE AND ONLINE EDUCATION**

**Programme: Bachelor of Commerce (B.Com.)**

**Course Name: Income Tax-II**

**Total Marks – 30**

**Semester – 6<sup>th</sup>**

**B.Com- 3<sup>rd</sup> Year**

**Code: BCOM 604**

**Important Instructions**

- i. All questions are compulsory.**
- 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 assignments on student's portal.**

**ASSIGNMENT I**

- Q1. Explain the concept of Hindu Undivided Family (HUF). How is income from an HUF taxed?**
- Q2. Explain the process of filing an income tax return (ITR) in India. Discuss the different types of ITR forms and which form should be filed by individuals and companies.**
- Q3. What is the significance of Tax Deducted at Source (TDS)? Explain the process of TDS deduction and how an individual can claim a refund for excess TDS paid.**

**ASSIGNMENT II**

- Q1. Explain the assessment process under the Income Tax Act, 1961. What are the powers of income tax authorities in assessing the income of a taxpayer?**
- Q2. What are the various methods available to the income tax authorities for the recovery of tax dues under the Income Tax Act, 1961?**
- Q.3 Under what circumstances can the penalty be levied, and what are the penalties for concealing income?**

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**CENTRE FOR DISTANCE AND ONLINE EDUCATION**

**Programme: Bachelor of Commerce (B.Com.)**

**Course Name: Training and Development**

**Total Marks – 30**

**Semester – 6<sup>th</sup>**

**B.Com- 3<sup>rd</sup> Year**

**Code: BCOM 606**

**Important Instructions**

- i. All questions are compulsory.**
- 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 assignments on student's portal.**

**ASSIGNMENT I**

- Q1. Explain the concept and importance of training and development. How does training influence the learning process and learning curve in an organization?**
- Q2. Define Training Need Assessment and explain its significance. List the advantages and disadvantages of basic need assessment techniques.**
- Q3. Identify and describe various methods of training used in organizations. Highlight the role of technological advancements in enhancing these training methods.**

**ASSIGNMENT II**

- Q1. Discuss the role and responsibilities of a Training Manager. What challenges might a Training Manager typically face in an organization?**
- Q2. Discuss the factors to be considered while developing objectives for a training program. How do clearly defined objectives contribute to the effectiveness of a training program?**
- Q3. What criteria should organizations use to evaluate training programs? Describe the potential issues and challenges encountered during the evaluation process.**