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Fifth Semester B.A./B.Sc./B.Com. Degree Examination, December 2023 First Degree Programme under CBCSS

English

Open Course

EN 1551.1 : COMMUNICATIVE APPLICATIONS IN ENGLISH

(2020 Admission onwards)

Time: 3 Hours Max. Marks: 80

- I. Answer all questions, each in a word or a sentence :
- 1. Give an antonym for 'bitter'.
- 2. Name the three articles in English.
- 3. Give a synonym for 'enormous'.
- 4. What are the LSRW skills?
- 5. Give the meaning for the idiom "to beat around the bush'.
- 6. Give two examples of Indian English words.
- 7. Give a one word substitute for "A news article that reports the recent death of a person".
- 8. Identify the difference between fare' and 'fair'.

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- 9. Mention the four types of reading.
- 10. What is the difference between listening and hearing?

- II. Answer any eight, each in a short paragraph not exceeding 50 words.
- 11. What is a resume?
- 12. What are the barriers to listening?
- 13. What is mother-tongue interference?
- 14. Explain the meaning of the idiom "once in a blue moon" with the help of a sentence.
- 15. Write a brief news report on drug abuse.
- 16. Blogging.
- 17. Non-verbal communication.
- 18. As Student Editor, draft a notice for your college notice board inviting articles from the students for the college magazine.
- 19. Difference between British and American English.
- 20. What are the key points in introducing oneself?
- 21. Mention the strategies to be followed while delivering a speech.
- 22. Write four sentences to compere for a musical show being conducted in your college.

- III. Answer any six, each in a short paragraph not exceeding 100 words.
- 23. Discuss the barriers in communication.
- 24. Write a letter to the Editor of a local newspaper regarding the stray dog menace in your locality.
- 25. Draft a report on the Environment Day celebrations in your college.

ween a bank manager and

- 26. Create a telephone conversation of ten exchanges between a bank manager and you regarding an educational loan for higher studies.
- 27. Review a movie you watched recently.
- 28. Write a paragraph on the topic 'The Influence of Social Media in Communication'.
- 29. Imagine you are the Student Editor of your college magazine. Prepare a speech to be delivered in a function on the release of the magazine.
- 30. Describe how the work of a renowned author inspired you and changed your perspective of life.
- 31. Examine the role of body language in communication.

 $(6 \times 4 = 24 \text{ Marks})$

- IV. Answer any two, each in about 300 words.
- 32. What is meant by oral communication and discuss its types.
- 33. Prepare a job application and CV for the post of an elementary school teacher position in a reputed school in Delhi.
- 34. Define career skills with special focus on group discussions and interviews.
- 35. Write an imaginary conversation between you and a fellow traveller regarding some travel-related topics and experiences.

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Fifth Semester B.A. Degree Examination, December 2023 First Degree Programme under CBCSS

Malayalam : Open Course I

ML 1551.1 : കേരളീയകലകൾ

(2014-2017 Admission)

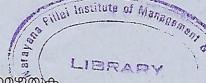
Time: 3 Hours

Max. Marks: 80

- I. **ഒരു** വാക്കിലോ പരമാവധി രണ്ടു വാക്യത്തിലോ ഉത്തരമെഴുതുക.
- 1. ഗീതഗോവിന്ദം രചിച്ചതാര്?
- ഇളകിയാട്ടം എന്ന അഭിനയ സമ്പ്രദായം ഏത് കലയിലേതാണ്?
- 3. ഗദ്ദിക അവതരിപ്പിക്കുന്നത് ഏത് സമുദായക്കാരാണ്?
- 4. 拳 കളരിസമ്പ്രദായത്തിലെ രണ്ട് പ്രധാന വിഭാഗങ്ങൾ ഏവ?
- 5. സർപ്പാപാട്ടിന്റെ മറ്റൊരു പേരെഴുതുക.
- 6. കാക്കാരശ്ശി നാടകം ഏത് ജില്ലയിലാണ് പ്രധാനമായുള്ളത്?
- 7. അറ്റമ്മണമ്മേൽ തറവാട് പരാമർശിക്കപ്പെടുന്ന ഗാനശാഖ ഏത്?
- 8. ഓമനത്തിങ്കൾക്കിടാവോ..... എന്ന താരാട്ട് രചിച്ചതാരാണ്?

- 9. തോറ്റാപാട്ടുകൾ ഒരു പഠനം എന്ന ഗ്രന്ഥം രചിച്ചതാര്?
- 10. കാറൽമാൻ ചരിതം എന്ന കൃതി ഏത് കലാരൂപവുമായി ബന്ധപ്പെട്ടിരിക്കുന്നു?

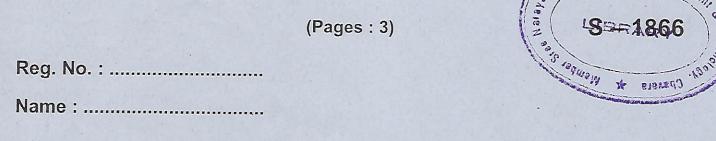
- II. **ഒരു** ഖണ്ഡികയിൽ കവിയാതെ ഏതെങ്കിലും എട്ടു ചോദ്യത്തിന് ഉത്തരമെഴുതുക.
- 11. കേരളത്തിലെ പ്രധാനപ്പെട്ട തുകൽവാദ്യങ്ങൾ പരിചയപ്പെടുത്തുക.
- 12. ചവിട്ടു നാടകം എന്ന കലാരൂപത്തിന്റെ ഉൽപത്തിയെക്കുറിച്ച് വിവരിക്കുക.
- 13. വംശീയസംഗീതം എന്നാലെന്ത്? സ്പഷ്ടമാക്കുക.
- 14. ശില്പകലയുടെ ഗണിതശാസ്ത്രാടിസ്ഥാനമെന്ത്? വിശദമാക്കുക.
- 15. കളമെഴുത്തിന്റെ അനുഷ്ഠാനപരമായ പ്രാധാന്യമെന്ത്?
- 16. കൈകൊട്ടിക്കളിപ്പാട്ടിന്റെ സവിശേഷതകൾ വ്യക്തമാക്കുക.
- 17. ആദിവാസികലാരൂപങ്ങളുടെ സാമാന്യ സ്വഭാവങ്ങൾ എന്തെല്ലാം?
- 18. മോഹിനിയാട്ടം കലാപരമായ സവിശേഷതകൾ വിശദമാക്കുക.
- 19. പ്രയോജനാത്മക കലകൾ എന്നാലെന്ത്?
- 20. വില്ല് പാട്ട് എന്ന കലാരൂപത്തെ പരിചയപ്പെടുത്തുക.
- 21. കളരി ചികിൽസ എന്നാലെന്ത്? വിശദമാക്കുക.
- 22. വിനോദകലകളുടെ പ്രത്യേകതകൾ എന്തെല്ലാം?



- III. **ഒന്നരപ്പുറത്തിൽ** കവിയാതെ ഏതെങ്കിലും **ആറു** ചോദ്യത്തിന് ഉത്തരമെഴുതുക
- 23. പടയണി എന്ന കലാരൂപത്തിന്റെ പുരാവ്യത്തപരവും അനുഷ്ഠാനപരവുമായ സവിശേഷതകൾ എന്തെല്ലാം?
- 24. ഇരയിമ്മൻ തമ്പിയുടെ സംഭാവനകൾ വിലയിരുത്തുക.
- 25. കളരിപ്പയറ്റിന്റെ സ്വാധീനം കേരളീയ കലകളിൽ പ്രകടമാകുന്നതെങ്ങനെ? സ്പഷ്ടമാക്കുക.
- കഥാപ്രസംഗം എന്ന കലാരൂപം കേരളത്തിലെ സാമൂഹിക-സാംസ്കാരിക രംഗങ്ങളിൽ ചെലുത്തിയ സ്വാധീനം വൃക്തമാക്കുക.
- 27. കേരളീയ ദാരുശില്പകലയുടെ സവിശേഷതകൾ എന്തെല്ലാം?
- 28. മാപ്പിളപ്പാട്ട് എന്ന ഗാനശാഖയെക്കുറിച്ച് വിവരിക്കുക.
- 29. കേരളീയകലകളിലെ വൈവിധ്യങ്ങളെക്കുറിച്ച് സാമാന്യ വിവരണം തയ്യാറാക്കുക.
- 30. കൃഷിപ്പാട്ടുകൾ എന്നാലെന്ത്? വിവിധ വിഭാഗങ്ങളെ പരിചയപ്പെടുത്തുക.
- 31. പഞ്ചവാദ്യം, തായമ്പക എന്നിവയെക്കുറിച്ച് വിവരിക്കുക.

 $(6 \times 4 = 24 \text{ Marks})$

- IV. മൂന്നു പുറത്തിൽ കവിയാതെ ഏതെങ്കിലും രണ്ടു ചോദ്യങ്ങൾക്കുത്തരമെഴുതുക.
- 32 കേരളത്തിന്റെ ചിത്രകലാപാരമ്പര്യത്തെക്കുറിച്ച് ഉപന്യസിക്കുക.
- 33. തെയ്യാ എന്ന കലാരൂപത്തിന്റെ സവിശേഷതകൾ എന്തെല്ലാം? വിവരിക്കുക.
- 34. കേരളീയ കലാചരിത്രത്തിൽ കൂത്ത്, കുടിയാട്ടം എന്നിവയുടെ പ്രാധാന്യമെന്ത്?
- 35. കേരളത്തിലെ നാടോടിനാടകങ്ങളെക്കുറിച്ച് ഉപന്യസിക്കുക.



Fifth Semester B.Com. Degree Examination, December 2023 First Degree Programme under CBCSS

Elective Course/Core Course

CO 1561.5/CC 1544 : WEB DESIGNING AND PRODUCTION FOR BUSINESS

(Common for Commerce/Commerce with Computer Applications)

(2018 Admission onwards)

Time: 3 Hours Max. Marks: 80

PART - A

Answer all questions. Each question carries 1 mark.

- 1. What is a Web Site?
- 2. What is HTML?
- 3. What is meant by 'Cropping' Images in a web page?
- 4. Which is the tag used in HTML for the title of web page?
- 5. What is the nature of a web browser?
- 6. Which are the types of web hosting?
- 7. How line break is given in HTML?

- 8. What is XSL?
- 9. What is the use of CSS?
- 10. Write the features of MP3 audio file?

PART - B

Answer any eight questions in not exceeding one paragraph. Each question carries 2 marks.

- 11. What are the uses of business/ commercial websites?
- 12. What is the role of Web Server?
- 13. Which are the different Graphics File Formats?
- 14. What are Thumbnails, in web pages?
- 15. Which are the types of markup elements used in HTML?
- 16. How can the optimal size for a web graphic be determined?
- 17. Which are the basic HTML page layout tags?
- 18. How do you create bulleted list in HTML?
- 19. What is the difference between Absolute and Relative URLs?
- 20. What is the use of WAMP?
- 21. How to create the XSL style sheet?
- 22. What are the Advantages of CSS?





Answer any six questions in about 120 words each. Each question carries 4 marks

- 23. What are the characteristics of a blog?
- 24. Which are the Graphic elements in a Web page?
- 25. What are the features of business websites?
- 26. List out are the steps in LAMP Installation?
- 27. Explain the structure of XML data.
- 28. What are the different uses of XML?
- 29. What are the different security features in software development?
- 30. Which are the different margin related properties offered by CSS?
- 31. What are the characteristics of digital video?

 $(6 \times 4 = 24 \text{ Marks})$

PART - D

Answer any two questions in not exceeding four pages each. Each question carries 15 marks.

- 32. Explain the different formatting options using HTML.
- 33. Briefly explain the different issues in designing a Web site.
- 34. Explain the nature and features of PHP.
- 35. State the features/properties offered by CSS with regard to (a) Fonts (b) Texts (C) Tables.



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Fifth Semester B.Com. Degree Examination, December 2023 First Degree Programme under CBCSS

Core Course:

CO 1541/CC 1541 : FUNDAMENTALS OF INCOME TAX

(2018 Admission Onwards)

(Common for Commerce/Commerce with Computer Application)

Time: 3 Hours Max. Marks: 80

SECTION - A

Answer all questions in one or two sentences each. Each question carries 1 mark.

- 1. Explain the term income.
- 2 Who is a person?
- 3. What is Assessment year?
- 4. What is casual income?
- 5. What is non-resident?
- 6. Write two examples for fully taxable allowance?
- 7. What is perquisites?
- 8. What is unrecognized provident fund?

- 9. What are the items to be deducted from gross salary under sec 16?
- 10. Write any two item taxable under the head income from other source.

SECTION - B

Answer any eight questions not exceeding a paragraph each. Each question carries **2** marks.

- 11. Arun bought gold for Rs. 2,50,000 in 2020 and paid a commission of Rs. 5,000 and sold it for Rs. 2,75,000 in 2021. He spent Rs. 10,000 for polishing. Compute short term capital gain.
- 12. What do you mean by transfer of capital assets?
- 13. Distinguish between short tern and long-term capital assets.
- 14. What is clubbing of income?
- 15. What do you mean by set off of losses and its types?
- 16. Mr. Vinu received following income during 2021-22. Compute taxable income under the head income from other source.
- Winning from lottery Rs. 2,000
 - Winning from horse races Rs. 22,400
- 17. What are the amounts not deductible under income from other sources?
- 18. What is transferred balance?
- 19. What are the tax free perquisite?
- 20. Miss Neena is a government employe and she is a drawing a monthly salary of Rs. 8,000. She is provided with a rent free unfinished accommodation foe which the government has fixed a monthly rent of Rs. 1,000. She pays a monthly rent of Rs. 200 to the government. Calculate her gross salary.



- 21. What are the components of salary?
- 22. Explain order or sequence of set off.

 $(8 \times 2 = 16 \text{ Marks})$

SECTION - C

Answer any six questions not exceeding 120 words. Each question carries 4 marks.

- 23. Explain basis of charge of income.
- 24. What are the exception to the general rule income of P.Y is taxed in the next following A.Y?
- 25. Explain type of residents.
- 26. What is MMR?
- 27. What are the heads of income under IT Act?
- 28. Explain tax treatment of pension and commuted pension.
- 29. Mr. Arun, an Indian citizen went for higher studies in UK on 1st March 2021 and come back to India on 1st October 2022. Find out his residential status for all assessment year 2023-24?
- 30. Mr. Alex has following incomes for the assessment year 2023-24

Total income Rs. 48,000, agricultural income Rs. 15,000. Compute his tax liability.

31. Mrs. Amala is a government employee and she is drawing a monthly salary of Rs. 8,000 she is provided with a rent free unfinished accommodation for which the government has fixed a monthly rent of Rs. 1,000. She pays a monthly rent of Rs. 200 to the government calculate her gross salary?

 $(6 \times 4 = 24 \text{ Marks})$

SECTION - D

Answer any two questions not exceeding 4 pages. Each question carries 15 marks.

- 32. Explain the different types of residential status of an assessee.
- 33. Mr. Hari own 4 hours in Mumbai, details of which are as under

Particulars	1	11	III	IV
Municipal value	2 lakh	2,40,000	3,60,000	4,20,000
Fair rental value	2,40,000	3,00,000	4,00,000	4,20,000
Standard rent	N.A	2,40,000	5,00,000	3,00,000
Actual rent/annual rent	1,80,000	3,60,000	4,80,000	3,60,000

Compute the gross annual value of above houses.

- 34. Actual consideration of a land in 2005-06 is Rs. 1,76,000. The land was compulsorily acquired and the full value of consideration decided by government was Rs. 15,00,000 in F.Y 2022-23 but actual amount received in 2022-23, but actual received in 2022-23 is only Rs. 7,15,000. Compute taxable capital gain.
- 35. List the items on income exempt from tax.

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Fifth Semester B.Com. Degree Examination, December 2023

First Degree Programme under CBCSS

Core Course

CO 1542/CC 1542/CX 1542/HM 1542/TT 1542

COST ACCOUNTING

(2018 Admission Onwards)

(Common for Commerce/Commerce with Computer Application/Commerce and Tax Procedure and Practice/Commerce and Hotel Management and Catering/Commerce and Tourism and Travel Management)

Time: 3 Hours

Max. Marks: 80

SECTION - A

Answer all questions. Each question carries 1 mark.

- 1. What is output costing?
- 2. How do you compute works cost?
- 3. Define notional cost.
- 4. What is meant by indirect materials?
- 5. What is meant by double bin system?
- 6. How do you compute maximum stock level?

P.T.O.

- 7. What are the causes of normal idle time?
- 8. What are fringe benefits?
- 9. What is meant by premium bonus scheme?
- 10. What is labour hour rate?

SECTION - B

Answer any eight questions. Each question carries 2 marks.

- 11. What is meant by apportionment of overheads?
- 12. What are semi-variable overheads?
- 13. List the features of Emerson's efficiency scheme.
- 14. What are the effects of labour turnover?
- 15. What is meant by merit rating?
- 16. What is spoilage?
- 17. Show the features of LIFO pricing of materials.
- 8. How to compute inventory turnover ratio?
- 19. Define EOQ.
- 20. What is marginal costing?
- 21. What is JIT?
- 22. What is meant by integral costing system?

SECTION - C

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Answer any six questions. Each question carries 4 marks.

23. Following information relates to material x. Calculate Reorder level, Reorder quantity.

Maximum stock level: 8400 units

Budgeted consumption: Maximum 1500 units per month

Minimum 800 units per month

Estimated delivery period: Maximum 4 months

Minimum 2 months

24. Calculate the earrings of workers X, Y and Z under Merrick's differential piece rate system.

Normal rate per hour

Rs.18

Standard time per unit

1 minute

Output per day of 8 hours

X - 380 units, Y - 450 units, Z - 550 units

25. From the following data calculate inventory turnover ratio

	Material X (Rs.)	Material Y (Rs.)
Opening stock	30,000	80,000
Closing stock	20,000	60,000
Purchases	1,65,000	1,90,000

Determine the fast moving material.

26. A company's overhead distribution summary showed the following figures:

Production Depts: A - Rs.25,000, B - Rs.31,000, C - Rs.28,000

Service Depts:

X - Rs.8,000, Y - Rs.13,900

The costs of service departments are charged out as follows:

	А	В	C	X	V
Dept X	30%	20%	40%		4004
Dont V	1001		70 /0		10%
Dept Y	40%	15%	25%	20%	

Prepare secondary distribution summary using repeated distribution method.

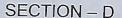
27. From the following particulars, find out the amount of cash required for payment of wages for a particular month.

Wages for normal time worked	Rs.31,000
Wages for overtime	
Leave wages	Rs.2,000
Deduction of employees' shares to State insurance contribution	Rs.2,500
Employees' contribution to PF	Rs.750
House rept to be received to	Rs.1,500

House rent to be recovered from 20 employees at the rate of Rs.500 per month.

- 28. Give notes on
- 🎉 (a) Bin card
 - (b) Material requisition note.
- 29. Explain the reasons for difference in profits of cost accounts and financial
- 30. Define normal idle time and show its reasons.
- 31. What are the features of an ideal wage plan?

 $(6 \times 4 = 24 \text{ Marks})$



Answer any two questions. Each question carries 15 marks.

- 32. From the following receipts and issues of material X for the month of April, prepare Stores Ledger using simple average price method.
 - 1 Opening balance 1100 units at Rs.60 per unit
 - 4 Issued 450 units
 - 6 Issued 150 units
 - 12 Purchased 400 units at Rs.59 per unit
 - 15 Refund of surplus from work order 30 units at Rs.58 per unit
 - 16 Issued 350 units
 - 20 Purchased 480 units at Rs.62 per unit
 - 24 Issued 600 units
 - 26 Purchased 600 units at Rs.64 units
 - 27 Issued 520 units
- 33. Following figures are collected from the books of an iron foundry after the close of the year.

	Rs.
Opening stock of raw materials	7,000
Purchase of materials during the year	55,000
Closing stock of raw materials	5,000
Direct wages	12,000
Works overhead	50% of direct wages
Stores overhead	10% of the cost of materials

10% of the castings were rejected, being not up to the specifications and sum of Rs.600 was realised as scrap. 10% of the finished castings were found to be defective in manufacture and were rectified by expenditure of additional works overhead charges to the extent of 25% on proportionate direct wages. The total gross output during the year was 1000 tons.

Calculate the cost of saleable casings per ton.

- 34. Define cost accounting. Explain its advantages and limitations.
- 35. Define direct materials. Explain the cost effective purchase procedure of materials.

(Pages: 3)

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Fifth Semester B.Com. Degree Examination, December 2023 First Degree Programme under CBCSS

Core Course

CO 1543/CC 1543/CX 1543/TT 1543/HM 1543 — MARKETING MANAGEMENT

(2018 Admission Onwards)

(Common for Commerce/Commerce with Computer Applications/ Commerce and Tax Procedure and Practice/Commerce and Hotel Management and Catering/ Commerce and Tourism and Travel Management)

Time: 3 Hours Max. Marks: 80

SECTION - A

Answer all questions in one or two sentences. Each question carries 1 mark.

- 1. Define marketing.
- 2. What do you mean by brand equity?
- 3. What is target marketing?
- 4. State the elements of marketing mix.
- 5. What do you mean by penetration pricing?
- 6. Define sales promotion.

- 7. What is relationship marketing?
- 8. What do you mean by market positioning?
- 9. What is advertisement copy?
- 10. What do you mean by channels of distribution?

SECTION - B

Answer any **eight** questions not exceeding a paragraph. Each question carries **2** marks.

- 11. Differentiate between wholesaler and retailer.
- 12. What is market segmentation?
- 13. State the characteristics of a good brand.
- 14. What do you mean by push and pull mix?
- 15. What is customised marketing?
- 16. Briefly explain about product mix.
- 17. What is logistics management?
- 18. State the meaning of social marketing.
- 19. What do you mean by personal selling?
- 20. Briefly explain the concept of consumer behaviour.
- 21. What are the elements of brand equity?
- 22. What are the outdoor advertising media?

SECTION - C

Short essay type questions. Answer any **six** questions. Each question carries **4** marks.

- 23. What are the advantages of market segmentation?
- 24. Briefly explain the functions of wholesaler.
- 25. What are the types promotion methods?
- 26. Explain the scope of service marketing.
- 27. What are the characteristics of Direct marketing?
- 28. Discuss the importance of marketing mix.
- 29. Differentiate between logistics and supply chain management.
- 30. Explain the requirements of a good advertisement copy.
- 31. Briefly explain the process of buying decision.

 $(6 \times 4 = 24 \text{ Marks})$

SECTION - D

Long essay type questions. Answer any **two** questions. Each question carries **15** marks.

- 32. Explain the major factors influencing buying behaviour.
- 33. Define product life cycle. Explain marketing strategies in different stages of product life cycle.
- 34. What is advertising? Describe the functions and advantages of advertising.
- 35. Describe the various internal and external forces that influence the pricing strategy of a firm.

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Fifth Semester B.Com. Degree Examination, December 2023 First Degree Programme under CBCSS

Stream II: Co-Operation

CO 1561.2 - CO-OPERATIVE LEGAL SYSTEM

(2018 Admission Onwards)

Time: 3 Hours

Max. Marks: 80

SECTION - A

Answer all questions in one or two sentences. Each questions carries 1 mark

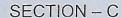
- 1. Which was the first cooperative societies act in Kerala?
- 2. What is apex society?
- 3. What do you mean by affiliation to apex society?
- 4. What is Model Bye-laws?
- 5. What is Federal Co-operative Society?
- 6. What do you mean by registration with limited liability only?
- 7. Who is the final authority of a cooperative society?
- 8. What is registration certificate?

- 9. What is committee?
- 10. What you mean by decree holder?

SECTION - B

Answer any eight questions in not exceeding one paragraph. Each question carries 2 marks.

- 11. What do you mean by co-operative society with unlimited liability?
- 12. State the provision relating to amalgamation of cooperative societies.
- 13. When a member cannot exercise his rights in a cooperative society?
- 14. What is ad hoc committee?
- 15. What do you mean by State Co-operative Election Commission?
- 16. Who is sales officer?
- 17. What is first general body meeting?
- 18. What is suppression of a committee?
- 19. What is quorum?
- 20. What is seizure of books and records?
- 21. What is Co-operative Ombudsman?
- 22. What is award on disputes?





Answer any six questions in not exceeding 120 words. Each question carries 4 marks.

- 23. What are the drawbacks of the Cooperative Societies Act 1904.
- 24. What are the main features of the Andhra Pradesh Mutually Aided Co-operative Societies Act, 1995.
- 25. Give the Preamble of Kerala Co-operative Societies Act, 1969.
- 26. Who can become members of cooperative societies?
- 27. Explain the procedure of submitting application for registration of co-operative societies.
- 28. Discuss the provisions regarding the conduct of Annual general body meeting.
- 29. Discuss the transfer of interest in a cooperative society on death of members.
- 30. Explain how the registrar deals with a dispute.
- 31. Discuss the procedure of supersession of committee

 $(6 \times 4 = 24 \text{ Marks})$

SECTION - D

Answer **any two** questions in not exceeding four pages. **Each** question carries **15** marks.

- 32. Explain the history of cooperative movements in Kerala.
- 33. Explain the qualification and rights of members in a cooperative society.
- 34. What is managing committee? Explain its functions and powers.
- 35. Explain the privileges enjoyed by co-operatives.