

Q-2	Discuss Various Types of Pricing and Factors affecting Pricing of a Product.	(18)																														
OR																																
Q-2	Dalpat Ltd., uses a scheme of pricing based on cost plus. All the overheads are charged, based on direct labour and based on the total cost arrived at, the selling price is fixed. The following figures are obtained from the Annual Budget for 2018 prepared by the company:	(18)																														
<table><tr><td></td><td>(Rs.)</td></tr><tr><td>Sales</td><td>10,00,000</td></tr><tr><td>Direct material</td><td>1,80,000</td></tr><tr><td>Direct labour</td><td>3,20,000</td></tr><tr><td>Factory superintendent's salary</td><td>30,000</td></tr><tr><td>Commission paid on sales (5%)</td><td>50,000</td></tr><tr><td>Foreman's salaries</td><td>60,000</td></tr><tr><td>Insurance</td><td>10,000</td></tr><tr><td>Advertisement</td><td>20,000</td></tr><tr><td>Depreciation on assets</td><td>30,000</td></tr><tr><td>Administration expenses</td><td>90,000</td></tr><tr><td>Variable factory costs :</td><td></td></tr><tr><td>Repairs and maintenance</td><td>60,000</td></tr><tr><td>Tools consumed</td><td>40,000</td></tr><tr><td>Miscellaneous supplies</td><td>10,000</td></tr></table>			(Rs.)	Sales	10,00,000	Direct material	1,80,000	Direct labour	3,20,000	Factory superintendent's salary	30,000	Commission paid on sales (5%)	50,000	Foreman's salaries	60,000	Insurance	10,000	Advertisement	20,000	Depreciation on assets	30,000	Administration expenses	90,000	Variable factory costs :		Repairs and maintenance	60,000	Tools consumed	40,000	Miscellaneous supplies	10,000	
	(Rs.)																															
Sales	10,00,000																															
Direct material	1,80,000																															
Direct labour	3,20,000																															
Factory superintendent's salary	30,000																															
Commission paid on sales (5%)	50,000																															
Foreman's salaries	60,000																															
Insurance	10,000																															
Advertisement	20,000																															
Depreciation on assets	30,000																															
Administration expenses	90,000																															
Variable factory costs :																																
Repairs and maintenance	60,000																															
Tools consumed	40,000																															
Miscellaneous supplies	10,000																															
<p>The company has submitted a tender quoting Rs. 10,000 on a large order with a cost of Rs. 1,800 Direct materials and Rs. 3,200 Direct labour. The customer strikes the business at Rs. 8,900 on a 'take it or leave it' basis. If the company accepts the order, the total sales for 2018 would be Rs. 10,08,900. The company is reluctant to accept the order as it would be against its policy of accepting an order below cost.</p> <p>Write a note to the Managing Director, recommending the acceptance of the order. Also comment on the pricing policy of the company.</p>																																
SECTION II																																
Q-3	Clarify the Concept of Social Accounting and Write note on Need for Social accounting and Objectives of Social Reporting.	(17)																														
OR																																
Q-3	Discuss in detail "Approaches of Social Accounting".	(17)																														
Q-4	Write Note On : (Any Two) (A) Carbon Credit (B) Problems of Environment Accounting (C) Environment Audit (D) Kyoto Protocol and Global warming	(18)																														