PRINCIPLES OF MANAGEMENT AND ENVIRONMENT OF BUSINESS

(For those who joined in July 2003 and after)

Time : Three hours   Maximum : 100 marks

PART A — (4 × 10 = 40 marks)

Answer any FOUR questions.

All questions carry equal marks.

1. What are the contributions of Peter Drucker to management thought?

2. What are the requirements of a good plan?

3. Discuss briefly various theories of the decision-making process.

4. What is leadership? Enumerate the qualities of a good leader.

5. "One can delegate authority but not responsibility". Discuss.

6. What are merits and demerits of on-the-job training?

7. What are the elements of a sound motivational system?

8. Explain the social responsibilities of business towards different groups of society.

PART B — (3 × 20 = 60 marks)

Answer any THREE questions.

9. Define management. Explain its nature and significance.

10. What is MBO? Explain the process of MBO.

11. Define staffing. What are the various steps involved in the staffing process? Discuss.

12. Enumerate the principles needed to be practised for effective communication.

13. Explain the essentials and basic steps of an effective control system.

14. Critically examine the issues involved in business in the globalised era.

BUSINESS STATISTICS AND MATHEMATICS

(For those who joined in July 2003 and **after**)

Time : Three hours　　　　　　Maximum : 100 **marks**

SECTION A — (4 × 10 = 40 marks)

Answer any FOUR questions.

All questions carry equal marks.

1. Explain the application of statistical methods in the other sciences.

2. Write short notes on :

   (a) Cluster sampling

   (b) Statistical errors.

3. What is an Ogive? Discuss the uses in **analysing** and presenting data.

4. Calculate the Harmonic Mean :

Class interval :	0–4	4–8	8–12	12–16	16–20	20–24
Frequency :	6	10	12	16	6	4

5. Calculate the coefficient of variation :

Class interval : 0–10 10–20 20–30 30–40 40–50 50–60

Frequency :   5   10   20   40   30   20

6. Calculate third moment about mean for the following data :

x : 10 20 30 40 50

f : 4   7   20 7   2

7. Explain various types of correlation.

8. Compute the regression equation y on x.

x : 0   2   4   6   8   10 12

y : 4   8   10 14 16 20 21

SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

9. (a) Find the angle between the lines $y = \sqrt{3}x + 4$ and $y = \dfrac{1}{\sqrt{3}}x + 2$.

(b) A book publisher finds that the production cost of a book is Rs. 30 and the fixed cost per year amounts to Rs. 25,000. If each is sold at the rate of Rs. 50. Find

(i) Cost function

(ii) The revenue function.

10. (a) Define Index number? What are the classifications of index number?

(b) Explain the method of least squares.

11. (a) Explain various types of theoretical distribution.

(b) Discuss the role of forecasting in Business.

12. (a) Differentiate with respect to x : $\dfrac{x^2 + 1}{x}$.

(b) Find the maximum and minimum of $y = \dfrac{x-1}{x^2 + x - 1}$.

13. (a) Integrate with respect to x

$$\frac{1}{\sqrt{x+a} + \sqrt{x-a}}.$$

(b) The marginal cost function of a firm is $2 + 3e^{3x}$ where x is the output. Find the total average cost function if the fixed cost is Rs. 500.

14. (a) If $A = \dfrac{1}{\sqrt{2}}\begin{bmatrix} 1 & -1 \\ 1 & 1 \end{bmatrix}$ show that A is an orthogonal.

(b) Find A^{-1} $A = \begin{bmatrix} 1 & 3 & 7 \\ 4 & 2 & 3 \\ 1 & 2 & 1 \end{bmatrix}$.

ENTREPRENEURSHIP

(For those who joined in July 2003 and after)

Time : Three hours   Maximum : 100 marks

SECTION A — (4 × 10 = 40 marks)

Answer any FOUR questions.

Answer not to exceed 1 page.

1.   Explain the 'innovative' and 'risk taking' functions of an entrepreneur.

2.   What are the merits and demerits of partnership firm?

3.   Explain the significance of a Project Report.

4.   What are the services offered by Technical Consultancy Organisations?

5.   Explain the sources of Long Term Finance.

6.   Define the term 'Total Quality Management'. What are the advantages of TQM for small Enterprises?

7.   What are the consequences of Industrial sickness?

8.   Briefly explain the various documents required by importing countries.

SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

Answer not to exceed 3 pages.

9.   Discuss the role of Entrepreneurship in Economic Development.

10.   Discuss the course contents and curriculum of EDPs.

11.   Discuss the various methods of Project Appraisal.

12.   Discuss the need for Tax benefits and concessions to small scale industries.

13.   Discuss the dangers of excessive working capital and inadequate working capital.

14.   Discuss the major problems involved in exporting the products of small enterprises. Suggest some measures to overcome the problems.

BUSINESS LAW

(For those who joined in July 2003 and after)

Time : Three hours   Maximum : 100 marks

SECTION A — (4 × 10 = 40 marks)

Answer any FOUR questions.

Answer not to exceed 1 page.

1. Explain void contract with suitable examples.

2. What is revocation of offers?

3. Whether a minors contract is void or voidable?

4. What are the essentials of a valid tender?

5. What are the features of partnership?

6. Who may refer to arbitration?

7. What are the rights and privileges of a registered trade union?

8. What are the points of difference between assignability and negotiability?

SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

Answer not to exceed 3 pages.

9. Discuss briefly the law relating to competence of parties to a contract.

10. State the different methods by which a contract may be discharged.

11. Explain the various kinds of agencies.

12. State the distinction between conditions and warranties and mention the implied conditions and warranties in The Sale of Goods Act.

13. Discuss the provisions of the Factories Act relating to working hours, right shifts, extra wages for overtime and annual leave with wages.

14. State the essentials of a bill of exchange.

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ORGANISATIONAL BEHAVIOUR AND PERSONALITY DEVELOPMENT

(For those who joined in July 2003 and after)

Time : Three hours   Maximum : 100 marks

PART A — $(4 \times 10 = 40$ marks$)$

Answer any FOUR questions.

Each question carries 10 marks.

1.   Analyse the role of organisational behaviour in management.

2.   Enumerate the differences between leader and manager.

3.   Briefly discuss the theories of personality.

4.   Write a note on the dynamics of informal groups.

5.   Explain the techniques used to motivate employees.

6. What is fatigue? What are the methods of measuring fatigue?

7. Define counselling. Explain its functions.

8. Give a brief account of the steps in O.D. process.

PART B — (3 × 20 = 60 marks)

Answer any THREE questions.

Each question carries 20 marks.

9. Explain Blake and Mounton's managerial grid theory of leadership.

10. What are the stages of group development? Examine the characteristics of effective groups.

11. Discuss the methods of studying morale. Suggest measures for building high morale.

12. Explain Hawthorne Experiments on working conditions.

13. Define the term change. Why is change resisted? How do you overcome the resistance?

14. Examine the characteristics of Need Heirarchy theory of motivation.

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