

PRINCIPLES OF MANAGEMENT AND  
ENVIRONMENT OF BUSINESS

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(For those who joined in July 2003 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ( $4 \times 10 = 40$  marks)

Answer any FOUR questions.

Answer not to exceed 1 page.

1. Briefly discuss the functions of management.
2. Bring out the importance of staffing.
3. "Decision making is the primary task of management". Comment.
4. Enumerate the advantages and disadvantages of MBO.
5. Elucidate the benefits of training.
6. Discuss the principles of effective directing.

7. How can the barriers to communication be overcome in organisation? Explain.

8. Why the business enterprises should be held socially answerable? Discuss.

SECTION B — ( $3 \times 20 = 60$  marks).

Answer any THREE questions.

Answer not to exceed 3 pages.

9. Discuss the major contributions of the classical writers.
10. What is planning? Explain the steps in planning.
11. Explain the various techniques of controlling.
12. What is delegation? How delegation can be made more effective?
13. What is MIS? What are its uses and limitations?
14. Discuss the factors involved in economic environment of business.



14. (a) Solve the equation by matrix method

$$90x + 100y + 20z = 800$$

$$130x + 50y + 40z = 900$$

$$60x + 100y + 30z = 850$$

- (b) Find the inverse of  $A = \begin{bmatrix} 2 & 2 \\ 3 & 5 \end{bmatrix}$ .

**9150/BB2**

**OCTOBER 2009**

**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. What are the uses of statistics?
2. Discuss the principles of sampling.
3. Mention some of the graphs can be drawn from frequency distribution.
4. Compute median

Mid values : 115 125 135 145 155 165 175 185 195

Frequency : 6 25 48 72 116 60 38 22 3

5. Find Q.D.

X: 351–500 501–650 651–800 801–950 951–1100

f: 48 189 88 47 28



6. What are tests of consistency and adequacy of index number?

7. Find Rank correlation

Rank A: 1 6 5 10 3 2 4 9 7 8

Rank B: 3 5 8 4 7 10 2 1 6 9

8. Discuss the methods of forecasting.

SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

9. (a) Discuss addition and multiplication theorems of probability.

(b) A coin is tossed 6 times. Find out the probability of getting exactly 3 heads and 3 tails.

10. (a) Explain the methods to fit a normal curve to an observed frequency distribution.

(b) A company expects fixed costs to be Rs. 30,000 and variable cost Rs. 42,000 when the sales will be Rs. 60,000.

(i) Write down the equation relating sales and expenses.

(ii) Find the break even point.

(iii) What will be the profit when the sales is Rs. 1,20,000?

11. (a) Find  $\frac{dy}{dx}$  if  $y = \frac{x^2+1}{x^3} + 8 \log 2x$ .

(b) The total cost function for the production of  $x$  unit of an item is given by  $T = 10 - 4x^3 + 3x^4$  find

(i) The average cost

(ii) The marginal cost

(iii) The marginal average cost.

12. (a) The steel plants produce  $x$  tons of steel per week at a total cost of Rs.  $\left(\frac{1}{3}x^3 - 5x^2 + 99x + 35\right)$ . Find the output level at which the marginal cost attains its minimum.

(b) Explain the various categories of time series.

13. (a) Integrate  $\int \frac{3e^{2x} + 3e^{4x}}{[e^x + e^{-x}]} dx$ .

(b) If the demand curve is  $P = 20 - 2x$ , where  $p$  and  $x$  respectively the price and the amount demanded of a commodity. Find the consumer's surplus when  $p = 6$  and  $p = 10$ .



ENTREPRENEURSHIP

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(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. Define an entrepreneur. What are his functions?
2. Discuss the problems of women entrepreneurs.
3. Explain the various phases of EDPs.
4. Bring out the process of decision making in project identification.
5. Explain the marketing assistance provided by NSIC.
6. State the objectives of providing incentives to small scale units.
7. What are the features of TQM?
8. Discuss the procedure involved in getting customs clearance.

## SECTION B — (3 × 20 = 60 marks)

Answer any THREE questions.

Answer not to exceed 3 pages.

9. Examine the various analyses used to appraise a project.
10. Explain the functions of SIDO.
11. Discuss the various tax benefits given to small scale industry.
12. Describe the important sources of short term finance.
13. Discuss the causes and consequences of industrial sickness in India.
14. Analyse the problems and prospects of exports from small scale enterprise.



BUSINESS LAW

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(For those who joined in July 2003 and After)

Time : Three hours

Maximum : 100 marks

SECTION A — ( $4 \times 10 = 40$  marks)

Answer any FOUR questions.

Answer not to exceed 1 page.

1. Explain the sources of obligations.
2. Explain void, voidable and illegal contract.
3. What are the different kinds of offers?
4. 'Past consideration is no consideration' - Explain the position under English Law and Indian Law.
5. What are the contracts discharged on the ground of impossibility of performance?
6. Explain what is meant by quantum meruit.
7. When the dissolution of a firm takes place?
8. Explain the doctrine of "Ultra Vires".

SECTION B — ( $3 \times 20 = 60$  marks)

Answer any THREE questions.

Answer not to exceed 3 pages.

9. What are the essentials of a valid contract?
  10. Discuss briefly the law relating to competence of parties to a contract.
  11. State the different methods by which a contract may be discharged.
  12. "An agent is neither a servant nor an independent contractor" - Comment.
  13. What are the implied conditions and warranties under the Sale of Goods Act?
  14. What are the powers and duties of an arbitrator?
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ORGANISATIONAL BEHAVIOUR AND  
PERSONALITY DEVELOPMENT

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(For those who joined in July 2003 and after)

Time : Three hours

Maximum : 100 marks

SECTION A — ( $4 \times 10 = 40$  marks)

Answer any FOUR questions.

Each question carries 10 marks.

1. What is Psychoanalytic Theory of personality?
2. What do you know about Participative Management?
3. What is meant by Organisational Behaviour?
4. Bring out the importance of Motivation.
5. What is the nature of morale?
6. Distinguish between Fatigue and Boredom.
7. What are the effects of stress?
8. List out the types of change.

SECTION B — ( $3 \times 20 = 60$  marks)

Answer any THREE questions.

Each question carries 20 marks.

9. Explain the role of power in an organisation.
  10. Enumerate the various types of groups.
  11. How do you increase morale of the employees?
  12. Discuss the ways of removing fatigue.
  13. What are the causes of accident? Suggest means of preventing accidents.
  14. Explain the role of manager as change agent.
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