

Roll No.....

Time allowed : 3 hours

Maximum marks : 100

Total number of questions : 8 Total number of printed pages : 4

PART—A

(Answer Question No.1 which is compulsory and any two of the rest from this part.)

1. (a) State, with reasons in brief, whether the following statements are true or false :
- (i) Communication of offer is complete when letter of offer is posted.
 - (ii) Consideration is essential for the purpose of creation of a contract of agency.
 - (iii) An unregistered firm can institute a suit to claim its dues from the third party.
 - (iv) A promissory note is a two-party instrument.
 - (v) A public company having share capital can commence business immediately after its incorporation.

(2 marks each)

- (b) Write notes on *any two* of the following :
- (i) Continuing guarantee
 - (ii) Not-negotiable crossing
 - (iii) Clauses of a memorandum of association
 - (iv) Legal position of a partner.

(5 marks each)

2. (a) Explain the meaning of 'contingent contract' and state the rules relating to such contracts.
- (b) "Risk *prima facie* passes with the ownership." Comment.
- (c) Ajay agrees to sell his old car to Bijoy for Rs.1 lakh or Rs.80,000. Is it a valid contract ? Give reasons.
(5 marks each)
3. (a) What is 'agency by ratification' ? What are the requisites of a valid ratification ?
- (b) Define the term 'negotiation'. Distinguish between 'negotiation' and 'assignment'.
- (c) "A certificate of incorporation is a conclusive evidence that all the requirements of the Companies Act, 1956 in respect of incorporation of a company have been duly complied with." Comment.
(5 marks each)
4. (a) Who is an 'unpaid seller' ? When can the unpaid seller resell the goods ?
- (b) What is the difference between 'dishonour by non-acceptance' and 'dishonour by non-payment' of a bill ?
- (c) Kirti, who is trying to sell an unsound horse, forges a veterinary surgeon's certificate stating the horse to be sound, and pins it to the stable door. Prem comes to examine the horse, but the certificate gets unnoticed by him. He buys the horse and later on finds the horse to be unsound. He wants to avoid the agreement on the ground that he has been defrauded. Will he succeed ?
(5 marks each)

PART—B

(Answer Question No.5 which is compulsory and any two of the rest from this part.)

5. (a) State, with reasons in brief, whether the following statements are true or false :
- (i) An informal organisation is the network of personal and social relationships which is not established or required by formal organisations.
 - (ii) 'Transactional analysis' means analysis of financial transactions in a business.
 - (iii) There is no difference between leadership and management.
 - (iv) Planning is a pervasive function.
 - (v) Delegation is individual whereas decentralisation is totalistic.
- (2 marks each)*
- (b) Write notes on *any two* of the following :
- (i) Appraisal by results
 - (ii) Maslow's theory of need hierarchy
 - (iii) Mathematical approach to management
 - (iv) Cross-wise communication.
- (5 marks each)*
6. (a) What do you understand by 'span of management' ? Explain the factors which determine span of management.
- (8 marks)*
- (b) Describe 'managerial grid'. Which is the best leadership style within the grid and why ?
- (7 marks)*

7. (a) What is the 'directing' function of management ?
Discuss the principles of direction.
(8 marks)
- (b) Distinguish between 'functional form of departmentation' and 'product form of departmentation'. Describe with the help of diagrams and illustrations.
(7 marks)
8. (a) Discuss the requirement of an effective control system.
(8 marks)
- (b) What are the disadvantages of management through committees ? Suggest the ways to avoid them.
(7 marks)

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