

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 correct or incorrect.
Attempt **any five** :

- (i) Consideration may move from the promisee or any other person.
- (ii) Goods in return of goods is an acceptable mode of sale of goods.
- (iii) 'Not negotiable crossing' means the cheque cannot be further transferred.
- (iv) A shareholder of a private company can easily transfer his shares to anyone.
- (v) A partner can retire in accordance with the partnership deed.
- (vi) A surety must be an adult person.

(2 marks each)

- (b) Write notes on **any two** of the following :

- (i) Customs and trade usages
- (ii) Inchoate or incomplete instrument
- (iii) Exceptions to the doctrine of *caveat emptor*
- (iv) Statutory duties of a Company Secretary.

(5 marks each)

2. (a) "No seller can give to the buyer a better title to the goods than what he himself has." Comment.

(5 marks)

- (b) Rahul, Rajesh and Rohit are partners. Rohit is a sleeping partner. He retires from the partnership firm without giving public notice. Is he liable for subsequent debts incurred by Rahul and Rajesh ? Give reasons.

(5 marks)

- (c) Choose the most appropriate answer from the given options in respect of the following :
- (i) An agreement which is enforceable by law at the option of one or more parties thereto but not at the option of the other parties thereto is a —
 - (a) Valid contract
 - (b) Void contract
 - (c) Voidable contract
 - (d) Illegal contract.
 - (ii) Threat to commit suicide amounts to —
 - (a) Coercion
 - (b) Undue influence
 - (c) Misrepresentation
 - (d) Fraud.
 - (iii) State whether a person, who is usually of unsound mind but occasionally of sound mind, can make a contract —
 - (a) Yes, he can always make a contract
 - (b) Yes, but only when he is of sound mind
 - (c) No, he cannot make a contract
 - (d) Can't be determined.
 - (iv) Where the consent of a party to a contract is obtained by misrepresentation of facts, the contract is —
 - (a) Void
 - (b) Voidable
 - (c) Illegal
 - (d) Valid.
 - (v) An unpaid seller is having right against —
 - (a) Goods only
 - (b) The buyer only
 - (c) Both goods and buyer
 - (d) None of the above.

(1 mark each)

3. (a) Distinguish between 'shareholders' and 'members' of a company. (5 marks)
- (b) Amar offered to sell his house to Binod for Rs.10 lakh. Binod accepted the offer by e-mail. On the next day, Binod sent a fax revoking the acceptance which reached Amar before the e-mail. Is the revocation of acceptance valid ? Would it make any difference if both the e-mail of acceptance and the fax of revocation of acceptance reach Amar at the same time ? (5 marks)
- (c) Re-write the following sentences after filling-up the blank spaces with appropriate word(s)/figure(s) :
- (i) Agreement, the meaning of which is uncertain is _____.
- (ii) A minor is liable for the _____ supplied to him.
- (iii) A contract for the sale of 'future goods' is _____ .
- (iv) A partner can retire on _____ .
- (v) An unregistered firm cannot claim _____ . (1 mark each)
4. (a) When is a surety discharged from his liability ? (5 marks)
- (b) Bijoy obtains Ajoy's acceptance to a bill by fraud. Bijoy endorses it to Chander who takes it as a holder in due course. Chander endorses the bill to Dev who knows about the fraud. Can Dev recover money from Ajoy ? (5 marks)
- (c) Mohan leaves his cow in the custody of Sohan to be taken care of until his return from pilgrimage. The cow begets a calf. On Mohan's return from pilgrimage, Sohan returns the cow to Mohan. Has Mohan any right to receive the calf also from Sohan ? (5 marks)

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 correct or incorrect. Attempt **any five** :
- (i) Staff personnel act as an advisory group adjacent to the line personnel.
- (ii) Managerial training programmes are mostly 'on the job' programmes.
- (iii) Management development and organisation development are one and the same concept.
- (iv) Managerial control is not exactly similar to the mechanical or electronic control.
- (v) Feedback is essential in improving communication.
- (vi) Responsibility can be delegated. (2 marks each)

- (b) Write notes on **any two** of the following
- (i) The scalar principle
 - (ii) Employment tests
 - (iii) Coordination — the essence of management
 - (iv) Management audit.
- (5 marks each)*
6. (a) Discuss the barriers to 'delegation of authority' with reference to managers and subordinates.
- (5 marks)*
- (b) Mention the characteristics of a good leadership.
- (5 marks)*
- (c) Re-write the following sentences after filling-up the blank spaces with appropriate word(s)/figure(s) :
- (i) Planning is the _____ of control.
 - (ii) In the term 'TQM', Q stands for _____.
 - (iii) Management is development of _____ , not direction of things.
 - (iv) A good leader is one who understands his _____.
 - (v) _____ is known as the father of scientific management.
- (1 mark each)*
7. (a) Explain the misuse of committees.
- (5 marks)*
- (b) Explain 'programme evaluation and review technique' (PERT) for planning and controlling complex projects.
- (5 marks)*
- (c) Describe the principles of controlling.
- (5 marks)*
8. (a) Discuss the limitations of planning.
- (5 marks)*
- (b) Distinguish between 'management self-audit' and 'management audit by consultants'.
- (5 marks)*
- (c) Explain the essentials of sound motivation system.
- (5 marks)*