

Roll No.....

Time allowed : 3 hours

Maximum marks : 100

Total number of questions : 8

Total number of printed pages : 5

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) Specific offer can be accepted by any member of the general public.
 - (ii) Drawer of a dishonoured cheque due to insufficiency of funds is liable to imprisonment for a maximum period of one year.
 - (iii) In the case of an 'agreement to sell', ownership in the goods passes from seller to the buyer immediately.
 - (iv) The partnership firm has no legal existence apart from its partners.
 - (v) A company cannot sue a third party in its own name.
 - (vi) Any promise made for the benefit of the principal debtor may be a sufficient consideration to the surety for giving the guarantee.
- (2 marks each)*
- (b) Write notes on **any two** of the following :
- (i) Continuing guarantee
 - (ii) Association not for profit
 - (iii) Contingent goods.
- (5 marks each)*
2. (a) Distinguish between 'void contract' and 'voidable contract'.
- (5 marks)*
- (b) Choose the most appropriate answer from the given options in respect of the following :
- (i) For the enforcement of a promise to pay a time-barred debt without consideration, which of the following conditions is not required —
 - (a) It must be definite and express
 - (b) It must be in writing
 - (c) It must be signed by the promisor
 - (d) It must be registered in a court of law.

- (ii) Which of the following is not a material alteration under the Negotiable Instruments Act, 1881 —
- (a) Alteration of date
 - (b) Alteration of amount
 - (c) Alteration of time of payment
 - (d) Correction of a clerical mistake.
- (iii) A negotiable instrument drawn by one bank on another bank is called —
- (a) Bill of exchange
 - (b) Cheque
 - (c) Draft
 - (d) Promissory note.
- (iv) Which of the following is included in 'corporation'—
- (a) A company incorporated outside India
 - (b) A corporate sole
 - (c) A cooperative society
 - (d) A registered partnership firm.
- (v) A contract may be discharged by —
- (a) Lapse of time
 - (b) Operation of the law
 - (c) Mutual agreement
 - (d) All the above.

(1 mark each)

- (c) Re-write the following sentences after filling-up the blank spaces with appropriate word(s)/figure(s) :
- (i) A minor can be admitted to the benefits of partnership with the consent of _____ the partners.
 - (ii) The auditor of a government company is appointed by the _____.
 - (iii) A cheque is usually valid for _____ months.
 - (iv) The sale is complete when the auctioneer announces its completion by the fall of hammer or _____ manner.
 - (v) The decisions of a High Court are binding on all the _____ Courts.

(1 mark each)

3. (a) Ajoy finds a mobile phone lying on a table in a Coffee House. He hands over the mobile phone to Bijoy, the manager of the Coffee House, so that the true owner can claim it back. However, no one claims the mobile phone. After sometime,

Ajoy goes to Bijoy, the manager, and requests him to return the mobile phone to him. On Bijoy's refusal, Ajoy files a suit against him for recovery of the mobile phone. Will Ajoy succeed ? Give reasons.

(5 marks)

(b) Explain the concept of *quantum meruit*.

(5 marks)

(c) Discuss the duties of a Company Secretary.

(5 marks)

4. (a) Ajit, Baljit and Charanjit are partners in a firm carrying on money lending business. Daljit, a customer, deposits his jewellery with the firm for safe custody. Ajit and Baljit sell this jewellery and misappropriate the money. Charanjit, being a sleeping partner, has no knowledge about this sale. Now, Daljit files a suit against all the three partners. Can Charanjit be held liable ? Give reasons.

(5 marks)

(b) Asha delivers some furniture to Bipasha on 'sale or return' basis. Bipasha then delivers the same furniture to Chitra, and Chitra further delivers it to Divya on similar basis. Before Divya could give her acceptance, furniture is suddenly destroyed by fire. Who is to bear the loss of furniture ? Give reasons.

(5 marks)

(c) Baiju, a singer, enters into a contract with Alok, the manager of a theatre, to sing at his theatre three nights in every week during the next three months, and Alok promises to pay him Rs.5,000 for each night's performance. On the seventh night, Baiju wilfully absents himself from the theatre. Can Alok put an end to the contract ?

(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) There is no difference between recruitment and selection.

(ii) Communication is transmission of understanding.

(iii) An effective leader is one who is able to force his will on his subordinates.

(iv) Control pervades all levels of management.

(v) The functions of management are common to all business units and non-profit organisations.

(vi) Trade unions and employees prefer promotion by merit.

(2 marks each)

- (b) Distinguish between **any two** of the following :
- (i) 'Policies' and 'strategies'.
 - (ii) 'Wider span of management' and 'narrow span of management'.
 - (iii) 'Organisation development' and 'management development'.

(5 marks each)

6. (a) Mention the steps involved in controlling.

(5 marks)

- (b) Choose the most appropriate answer from the given options in respect of the following :

- (i) Contingency management is based on —
 - (a) Principles of management
 - (b) One best way to do things
 - (c) Considerations of organisational task, technology and external environment
 - (d) None of the above.
- (ii) 'Performance appraisal' is the same thing as —
 - (a) Merit rating
 - (b) Job evaluation
 - (c) Employee appraisal
 - (d) Organisational appraisal.
- (iii) Resistance to change occurs due to —
 - (a) Inconvenience to learn something new
 - (b) Redistribution of power and influence
 - (c) Desire to avoid risk
 - (d) All the above.
- (iv) When a manager makes use of inviting suggestions from his subordinates, he is said to adopt the following approach to direction —
 - (a) Free rein
 - (b) Participative
 - (c) Autocratic
 - (d) Human relations.
- (v) The father of modern management theory is —
 - (a) F.W. Taylor
 - (b) Peter F. Drucker
 - (c) Henri Fayol
 - (d) A.H. Maslow.

(1 mark each)

- (c) Re-write the following sentences after filling-up the blank spaces with appropriate word(s)/figure(s) :
- (i) Decision-making involves choosing from among _____ solutions.
 - (ii) Theory-X is based on _____ assumptions about human nature.
 - (iii) _____ audit is defined as the systematic examination, analysis and appraisal of management's overall performance.
 - (iv) Communication cannot take place till there are at least two parties, *viz.*, receiver and the_____.
 - (v) Ideal control is instantaneous, self-correcting and _____ looking.
- (1 mark each)*

7. Comment on **any three** of the following :

- (i) 'Motivation' is the core of management.
- (ii) Committees in an organisation have their uses and abuses.
- (iii) Coordination is the essence of management.
- (iv) Leadership is situational.

(5 marks each)

8. (a) Define 'delegation of authority' and list out the steps involved in the process of delegation of authority.
- (5 marks)*
- (b) Explain in brief the four kinds of management system suggested as four leadership styles by Rensis Likert.
- (5 marks)*
- (c) "Zero base budgeting (ZBB) requires each manager to justify his entire budget in detail from the scratch." Comment.
- (5 marks)*