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. Attempt ***any five*** :

(i) The liability of a sleeping partner is limited.

(ii) The Indian Contract Act, 1872 is not exhaustive on the law of contract.

(iii) Cheques are always payable on demand.

(iv) Future goods can be the subject matter of sale.

(v) Continuing guarantee cannot be revoked.

(vi) A minor cannot be a full-fledged partner in a partnership firm.

(vii) A foreign company cannot be incorporated in India.

(2 marks each)

(b) Re-write the following sentences after filling-in the blank spaces with appropriate word(s)/figure(s) :

(i) A partnership comes into existence by means of _____ between the partners.

(ii) The entire process of the company formation may be divided into _____ distinct stages.

(iii) Minor's _____ is liable for necessaries of life supplied to him.

(iv) A public company must have at least _____ members.

(v) A negotiable instrument may be transferred by negotiation or by _____.

(1 mark each)

(c) Mohan, a singer agrees to sing at Twinkle's theatre for a certain period. He further agrees that during the prescribed period, he will not sing at any other theatre. Afterwards, Mohan makes a contract with Sohan to sing at his theatre during that period and refuses to sing at Twinkle's theatre. What remedies Twinkle has against Mohan ? Give reasons.

(5 marks)

2. Distinguish between ***any three*** of the following :

(i) 'Negotiability' and 'assignability'.

(ii) 'Sale' and 'bailment'.

(iii) 'Particular lien' and 'general lien'.

(iv) 'Manager' and 'managing director' of a company.

(5 marks each)

3. Attempt ***any three*** of the following :

(i) Enumerate the sources of Indian mercantile law.

(ii) Write a note on 'material alteration'.

(iii) When is an 'agency' irrevocable ? Explain.

(iv) What is *quantum meruit* ?

(5 marks each)

4. Attempt ***any three*** of the following :

(i) Amit is the payee of an order cheque. Bhanu steals the cheque and forges Amit's signature and endorses the cheque in his own favour. Bhanu then endorses it to Chander who takes the same in good faith and for valuable consideration. Is Chander a holder in due course ? Give reasons.

(ii) Sandeep is a jeweller. He deals in artificial jewellery. Sandeep sells his business to Kuldeep and also charges for the goodwill. Sandeep further agrees with Kuldeep that he will not do the business in artificial jewellery as well as in real jewellery within local limits and for a certain period of time. Is this a valid contract ? Give reasons.

(iii) "No one can question the validity of a certificate of incorporation of a company once it is issued." Comment on this statement.

(iv) "Promoters stand in a fiduciary relation *vis-a-vis* the company they promote." Comment on this statement.

(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. Attempt ***any five*** :

(i) No manager can be successful without understanding employees' motivation.

(ii) The process of recruitment and selection is the same.

(iii) Decision making involves choosing the best among various alternatives.

(iv) Co-ordination is the essence of management.

(v) Planning and controlling are complementary to each other.

(vi) High morale is always associated with high productivity.

(vii) Controls are always bad and therefore resented.

(2 marks each)

(b) Re-write the following sentences after filling-in the blank spaces with appropriate word(s)/figure(s) :

(i) Management is the _____ of defining organisational goals.

(ii) Policies are _____ to objectives.

(iii) Delegation is the _____ to get results through others.

(iv) Staffing is the function by which managers build an organisation through the recruitment, _____ and development of individuals as capable employees.

(v) Maslow's Theory of Need Hierarchy consists of five needs, *viz.*, physiological needs; security needs; social needs; _____ ; and self-actualisation needs.

(1 mark each)

(c) Explain ***any one*** of the following :

(i) Principles of decision-making.

(ii) Informal organisation.

(5 marks)

6. Distinguish between ***any three*** of the following :

(i) 'Wide span of management' and 'narrow span of management'.

(ii) 'Policies' and 'strategies'.

(iii) 'Management development' and 'organisation development'.

(iv) 'Financial audit' and 'management audit'.

(5 marks each)

7. Attempt ***any three*** of the following :

(i) Discuss 'matrix organisation'.

(ii) Describe 'management by objectives' as a technique of performance appraisal.

(iii) What are the essentials of a sound motivational system ? Explain.

(iv) "Controls must aim at performance and not at people." Comment.

(5 marks each)

8. (a) Explain basic approaches followed by managers for the direction of subordinates.

(5 marks)

(b) Discuss the utility of planning. Are there any limitations of planning ? Explain.

(5 marks)

(c) Discuss in brief, the social responsibility of business towards community.

(5 marks)

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