

(Please write your Exam Roll No.)

Exam Roll No.

END TERM EXAMINATION

FIRST SEMESTER [LLB] NOV.-DEC. 2018

Paper Code: BBALLB-T13

Subject: Principles of Management

Maximum Marks :75

Time : 3 Hours

Note: Attempt five questions including Q.no.1 which is compulsory.

- Q1 Answer **any five** of the following questions: (5x5=25)
- Management aims at both enhancing the efficiency of resource utilization and improve organizations performance. Discuss
 - At the apex level of an Organization, the role of managers is essentially strategic in nature. Elucidate.
 - In a rapidly changing business environment, planning process has become increasingly complex and challenging. Enunciate
 - Political intent is at the root of 'Impression management'. Critically examine the statement.
 - Bereft of leadership, managers are not likely to be effective. Comment
 - Gender differences and cultural differences are often regarded as barriers to communication. Examine and reflect on the statement in the light of your personal lived experiences, if any.
 - Conflict is regarded by many as useful and therefore needed to certain extent in organizations. Do you agree with this view? Give reasons.
 - Controlling is an essential process of effective management. Discuss.
- Q2 Classical theorists paid too much attention to the structural aspects of organization whereas Behavioural theorists laid great emphasis on feelings and attitudes of workers. Critically examine this statement in the light of theoretical contributions of classical and behavioural schools of thought. (12.5)
- Q3 As a student pursuing a course on Principles of Management and based on your observation of individuals holding the offices viz; Principal/Director/Dean, enlist the roles, responsibilities and related activities performed by such individuals in discharge of their respective roles and responsibilities using the framework given by Mintzberg. (12.5)
- Q4 There has been growing perception that the government organizations, owing to the structural rigidities akin to mechanistic structures, are less efficient than the private organizations, which have relatively more flexible structures akin to organic structures. In the light of above, select any two organizations from each category and analyze their organization structures to verify the rationale behind such perception. In case you find justification, discuss as to how the government organizations can be made effective by making certain changes to their current structures. (12.5)
- Q5 Critically examine the appropriateness and efficacy of affirmative action/positive discrimination in favour of persons with disabilities, Minorities/SC/ST/OBCs and Women as a means of managing diversity in Private Sector in India. What alternatives do you suggest to ensure diversity in Private Sector Organizations in India? (12.5)
- Q6 'Maslow's Need Hierarchy', though lacking in adequate empirical support, is logically appealing and forms the basis for most of the later theories of motivation. Evaluate the statement referring to each of the motivational theories in the genre of content theories. (12.5)
- Q7 Are leaders born or made? Enunciate your views on the basis of any leader you are personally impressed with highlighting their traits and qualities. Is it possible for you to imbibe her/his known qualities and become as effective as she/he is/was? (12.5)
- Q8 Write short note on the following: (4.5+4+4=12.5)
(a) Strategic Communication (b) Quality Circles (c) Informal Organization

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER -DECEMBER 2019

Paper Code: BBALLB 115

Subject: Managerial Economics

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions including Q. No. 1 which is compulsory.
All questions carry equal marks.

- Q1. Answer the following in brief:
- Theory of firm
 - Principal-Agent dilemma
 - Relationship between price, elasticity and total expenditure.
 - Isoquants
 - Open economy and circular flow of income.
- Q2. "Critically assess the view that an understanding of the principles of scientific decision making is fundamental to the success of a modern business firm".
- Q3. "Given that the future is unknown, the best we can do is to estimate the likelihood of future events and then use expected profit as the decision criterion". Discuss.
- Q4. "The market allocates resources to the firm that best meets the needs of consumers". Discuss.
- Q5. Explain the inability of economic theory of find satisfactory solutions to the theoretical problem of price and output decision-making in Oligopolistic market.
- Q6. a) Critically examine the theoretical validity of the profit maximization hypothesis.
b) Analyse the effects on the demand for cars because of the following:
i) A higher tax on gasoline
ii) Increased automation on subways
iii) A congestion tax imposed on cars using certain routes at certain time.
- Q7. Explain the significance of the firm's cost of capital. What are the factors that determine that cost of capital and how can the cost be estimated?
- Q8. Give examples of business activities where the law of diminishing returns applies. Explain the reasons for three stages of production in the short run.
- Q9. Explain the scope and nature of Managerial Economics.

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END TERM EXAMINATION

FIRST SEMESTER (BBA LLB) NOVEMBER-DECEMBER 2019

Paper Code: BBALLB 113/117

Subject: Principles of Management

Time: 3 Hours

Maximum Marks: 75

Note: Attempt five questions. All carry equal Marks.

- Q1 Describe the four principal activities of the management process. How do their required managerial skills differ in the organizational hierarchy?
- Q2 In the systems approach to management, identify the inputs from the external environment; show how they are transformed through the management functions to produce the outputs to the external environment. Why is the communication with the external environment important?
- Q3 What is decision making ? Differentiate between rational and bounded rationally model of decision making?
- Q4 Why is the study of the different theories of motivation important to the manager? Critically assess the practical value of Maslow's hierarchy of needs model in improving the motivation of people at work.
- Q5 Discuss the requirements of an effective control system. "Budgetary control still continues to be an effective technique of managerial control." Discuss this statement.
- Q6 a) Some companies have grown from within and are family-owned. Here, very little authority is decentralized. What do you think would explain this tendency? What effect does it have?
- b) If you were asked to advise a young college graduate who has accepted a staff position as assistant to a factory manger, what suggestions would you make?
- Q7 Write short notes on any two:
- Free- Rein leadership style
 - Management By Objectives
 - Formal and informal organization

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER-DECEMBER 2017

Paper Code: BBALLB 113

Subject: Principle of Management
(Batch: 2014 Onwards)

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions.

- Q1. What is the concept and nature of management? Differentiate between management and administration. (15)
- Q2. "No approach of management is the best approach to manage organizations today". Elucidate it. (15)
- Q3. Explain the various types of planning with their usage in the organization. How planning is different from controlling? (15)
- Q4. Explain the different types of organizational structures with the examples of organizations having those structures. (15)
- Q5. Explain the theory X & Y and theory Z of motivation. How is theory Z different from theory X & Y? (15)
- Q6. Explain the various barriers to communication and how these barriers can be removed. What are the salient features of effective communication? (15)
- Q7. How Hofstede's theory of cultural diversity can be used to manage diversity in organizations? (15)
- Q8. a) What is an organizational conflict? How it can be managed? (7.5)
- b) How does quality circle help in resolving problem and improving production in an organization? How is it formed? (7.5)

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER - DECEMBER 2017

Paper Code: LLB-103

Subject: Law of Contract-I

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions including Q no.1 of Part A which is compulsory. Select one question from each unit of Part B.

PART-A

- Q1 Write short notes on the following:- (5x5=25)
- (a) Novation
 - (b) Anticipatory Breach
 - (c) Quasi Contract
 - (d) Cross Offer
 - (e) Fraud

PART-B

UNIT-I

- Q2 "Acceptance must be something more than a mere mental acceptance." Comment on this statement with the help of decided case laws. (12.5)
- Q3 Explain the postal rule with respect to communication of offer, acceptance and its revocation. 'A' makes an offer by a letter to 'B' on 01/11/2017. Two days after, 'A' revokes his offer through mobile message. The mobile message reaches 'B' after the letter. Will the offer be deemed to have been revoked? (12.5)

UNIT-II

- Q4 Discuss the effect of illegal and immoral consideration with the help of relevant provisions of Indian Contract Act, 1872 and judicial decision. (12.5)
- Q5 Discuss the law on competence of the parties to enter into a contract. Also examine the applicability of the principle of estoppel and restitution in case of minor's agreement. (12.5)

UNIT-III

- Q6 "Mere silence as to fact is not a fraud". Explain the meaning of 'fraud' 'misrepresentation' and 'mistake' with reference to the above statement and decided cases. (12.5)
- Q7 Define the term 'consensus-ad-idem'. Discuss its relevance regarding the formation of a valid contract. Cite relevant case laws, if any. (12.5)

UNIT-IV

- Q8 Compare and contrast 'performance of contract' and 'discharge of contract' under the relevant provisions of Indian Contract Act, 1872 and case laws. (12.5)
- Q9 Discuss the principles laid down under the leading and well known case "Hadley v. Baxendale" with the relevant provisions of Indian Contract Act, 1872. (12.5)

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER-DECEMBER 2017

Paper Code: BBALLB-115

Subject: Managerial Economics

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five question including question No. 1 of Part A which is compulsory. Select one question from each unit of Part B.

Part-A

- Q1 Answer the following in brief: - (5x5=25)
- a) Economic Profit
 - b) Features of Perfect Competition
 - c) Types of Barriers to entry
 - d) Non price determinants of demand for household products
 - e) Basic principles of managerial economics

Part-B

UNIT-I

- Q2 Discuss the nature and scope of managerial economics. How does managerial economics differ from micro economics? (12.5)
- Q3 Discuss the principal-agent theory and explain its implications on managerial decision making using appropriate examples. (12.5)

UNIT-II

- Q4 Differentiate between the demand of a market and the demand of a firm. What are the determinants of the demand of inputs by a firm? (12.5)
- Q5 What is elasticity of demand? Explain price, cross and income elasticity of demand used in managerial decision making process. (12.5)

UNIT-III

- Q6 Illustrate the three stages of production. As a managerial economist, which stage would you operate to maximize profits? Justify your answer. (12.5)
- Q7 Differentiate between short and long run cost, explain envelope theorem from the perspective of short-run and long-run costs. (12.5)

UNIT-IV

- Q8 Discuss the price war, equilibrium price and demand in the Oligopoly market. (12.5)
- Q9 What is monopolistic competition? How does a firm take its pricing and output decisions under monopolistic competition? (12.5)

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER - DECEMBER 2017

Paper Code: LLB-107

Subject: Law of Contract-I

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions including Q no.1 of Part A which is compulsory. Select one question from each unit of Part B.

PART-A

(5x5=25)

- Q1 Write short note on:-
- (a) Contingent contracts
 - (b) General offer
 - (c) Privity to contract
 - (d) Free consent
 - (e) Damages

PART-B

UNIT-I

- Q2 "All contracts are agreements but all agreements are not contracts"
Comment. (12.5)
- Q3 What is an offer? When is it complete? Distinguish between specific and general offer with help of relevant case laws. (12.5)

UNIT-II

- Q4 Who are the parties competent to contract? What is the legal position of the agreement made by an incompetent person in India? (12.5)
- Q5 What is a lawful consideration? When would the consideration or object of an agreement be unlawful? Explain with illustrations. (12.5)

UNIT-III

- Q6 Define and distinguish between coercion and undue influence. What are their effects on a contract? (12.5)
- Q7 Elucidate the 'Doctrine of Frustration' with help of relevant case laws. (12.5)

UNIT-IV

- Q8 Discuss the remedies available for the Breach of Contract. (12.5)
- Q9 Explain the terms 'penalty' and 'liquidated damages'. Explain whether the court has the power to increase or decrease the amount fixed by the parties? (12.5)

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