Question Bank for

1st Semester Examination
C11 - Paper 1: Principles of Management

Short Questions

1. Define Management.
2. List down the objectives of Management.
3. Write down the 14 principles as stated by Henry Fayol.
4. List the various functions of Management.
5. What are the steps involved in the decision making process?
6. Write down the features of Strategic Planning.
7. Write the steps involved in the Planning process.
8. Name the various experiments conducted under Hawthorne Studies.
9. Give the diagrammatic representation of Maslow’s Level of Needs.
10. State four points of Distinction between Management and Administration.
11. Name different types of Decisions.
12. Explain Organization as a system.
13. State the importance of Delegation.
15. What are the principles of Direction?
16. Describe the need for Co-ordination.
17. Define Control as a function of Management.
18. Write three characteristics of a Control System.
20. What is the relationship between Planning and Controlling?
21. List some barriers to Effective Delegation.

Long Questions

1. Discuss the process and types of Control in detail.
2. Explain Management Control System in detail.
3. Management is a Science as well as an Art. Comment.
4. State the functions of Management. Explain them in brief.
5. What is Scientific Management? State its importance in Management?
6. State the experiments conducted under Hawthorne’s Study in detail.
7. Management as a Profession. Discuss.
8. What is planning? Write and define the Stages involved in Planning.
9. List the types of Plan. State the advantages and limitations of Planning.
11. Define Authority, Responsibility and Accountability.
13. Explain the process of Control.
14. Write in brief about Traditional and Modern Techniques of Control.
Short Answer Questions
1. Define ‘Managerial Economics’.
2. Define Demand.
4. What do you mean by ‘Elasticity of Demand’?
5. What do you mean by ‘Demand Forecasting’?
7. State the different determinants of Supply.
8. What do you mean by ‘Elasticity of Supply’?
9. What do you understand by ‘Production Function’?
10. Explain the different forms of ‘Production Function’.
11. Define ‘Perfect Competition’.
12. Define ‘Monopoly’.
14. What do you mean by ‘National Income Accounting’?
15. Define ‘Inflation’.
16. What are the different types of Inflation?
17. Define ‘Deflation’.
19. What do you mean by ‘Balance of Trade’?
20. What do you mean by ‘Balance of Payments’?

Long Answer Questions
1. Define ‘Economics’. Discuss the nature and scope of Managerial Economics.
2. Write a note on the role of Managerial Economist.
3. Define Demand. State the different determinants of demand.
4. State and explain the different types of Elasticity of Demand in detail.
5. What do you mean by ‘Price Elasticity of Demand’? What are the types of Price Elasticity of Demand? What are different methods of measurement of Price Elasticity of Demand?
6. What is ‘Demand Forecasting’? Explain its techniques.
7. State and explain the different types of Elasticity of Supply?
9. Explain ‘Economies of Scale’.
10. Explain ‘Returns to Scale’.
11. Explain ‘Perfect Competition’. What are its characteristics?
12. Explain ‘Monopoly’ in detail.
15. Explain ‘Oligopoly’ in detail.
17. Explain ‘Incremental Pricing’ in detail.
19. What is ‘Price Discrimination’? What are the different forms of ‘Price Discrimination’?
20. State the different methods of measurement of National Income in India.
21. What are the different causes and measures to control Inflation?
22. What is Deflation? State its types, causes and measures to control Deflation.
23. What is ‘Monetary Policy’? Explain its objectives and Instruments.
24. What is ‘Fiscal Policy’? Explain its objectives and Instruments.
25. What is ‘Business Cycle’? Explain its causes and measures to control Business Cycle.

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Short Questions:

1. Differentiate between-
   a) Management Accounting and Financial Accounting
   b) Accounting and Book keeping
   c) Financial Year and Accounting Year
2. Who are the different users of accounting information?
3. Explain the following terms:
   a) Entity Concept
   b) Going Concern Concept
   c) Matching Principles
   d) Dual Aspect principles
   e) Cost Principles
   f) Revenue and Expenditure
4. What is Goodwill?
5. What are the factors responsible for Goodwill?
6. What are non-profit making institutions?
7. What is Accounting Equations?
8. Distinguish between Cash Profits and Book Profits.
9. What is ‘paid cost’ and ‘unpaid cost’?
10. What is the entry for Issue of Shares, Forfeiture and re-issue of shares?
11. What do you mean by Debenture?
12. What are the controls in nonprofit organization?
13. What is Trial Balance?
14. Explain the meaning of the words ‘debit’ and ‘credit’?
15. What are the rules of debit and credit for different accounts?
16. What is Cash Book? What are different types of Cash book? How is it balanced?
17. What is imprest system of petty cash? What is its advantage?
18. What is a financial Statement?
19. What is the process of transferring transaction effects into the appropriate accounts called?
20. Where the transactions are initially recorded?
21. For which of the following accounts is the normal balance a debit?
    a. Rent Payable
    b. Unearned Rent Revenue
    c. Rent Revenue
    d. Prepaid Rent
22. What is profit?
23. What do you mean by Retained Earnings?
24. What is Net Worth?
25. Who are Sundry Debtors?
26. Who are Sundry Creditors?
27. What is depreciation?
28. What are the causes of depreciation?
29. What is bad debt?
30. What is Private Placement?
31. Explain pro-rata allotment of shares
32. What is meant by forfeiture of shares?
33. What are the important systems of accounting?
34. What do you understand by Double entry System?
35. Explain the advantages of Double entry system.
36. Explain the three types of accounts.
37. What are the accounting rules?
38. Write Short notes on the following:
   A) Single entry system
   B) Double entry system
   C) Personal account
   D) Nominal Account
39. What is meant by Journal?
40. Explain the different types of Journals.
41. Draw a specimen ruling of journal
42. What are the factors to be considered while making journal entry?
43. What do you understand by source of document? Explain briefly various sources of documents.
44. What is Suspense Account?
45. What is a Cash Book?
46. What is the difference between Journal and Ledger?
47. What is the difference between Simple Cash book and Double Column Cash book?

Long Questions

1. “Accounting is an information system”. Explain
2. Why balance Sheet is sometimes called the statements of financial positions?
3. What is GAAP?
4. State the rules of accounting. State the classification of accounts with examples.
5. Explain the various concept and convention of accounting and prove its applicability in the accounting procedure.
7. Form accounting equation for the following transactions:
   i. X starts business and invests Rs.1,00,000 as his capital
   ii. On April 2, the firm purchases furniture for Rs.40,000 for cash.
   iii. On April 3, the firm purchases goods costing Rs.30,000 for cash
   iv. On April 4, the firm purchases goods costing 40,000 on credit
   v. On April 6, the firm sells merchandise for Rs.30,000 on credit to Mr. A, costing Rs.20,000
   vi. On April 15, the firm receives 20,000 cash from debtor
   vii. On April 16, the firm pays Rs.40,000 to its creditors
   viii. On April 17, the firm pays Rs.2,000 as rent.

8. Show accounting treatment of the following equations on the basis of the following transactions:
   i. I started business with cash Rs.1,00,000
   ii. Purchased goods on credit from Mohan- Rs. 40,000
   iii. Sold goods for cash Rs.26,000 (Cost Rs. 22,000)

9. What are the two classifications of equities in balance sheet?

10. “All transactions are subject to accounting equation.” Comment on the statement.

11. Give an suitable transaction that would result into each of the following:
    i. Increase in an asset and decrease in another asset
    ii. Increase in one liability and decrease in another liability
    iii. Increase in liability and decrease in proprietor’s equity
    iv. Increase in one asset and increase in liability

12. “All transactions have double aspects.” Comment giving examples.

13. Journalize the following transactions in the books of Hari.

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Rs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-Apr</td>
<td>Hari started business with cash</td>
<td>600000</td>
</tr>
<tr>
<td>2-Apr</td>
<td>Purchased furniture for cash</td>
<td>100000</td>
</tr>
<tr>
<td>4-Apr</td>
<td>Purchased goods for cash</td>
<td>250000</td>
</tr>
<tr>
<td>5-Apr</td>
<td>Bought goods from Kamlesh</td>
<td>150000</td>
</tr>
<tr>
<td>6-Apr</td>
<td>Sold goods for Cash</td>
<td>360000</td>
</tr>
<tr>
<td>8-Apr</td>
<td>Sold goods to Ram</td>
<td>300000</td>
</tr>
</tbody>
</table>

Campus: Survey No.13/2 Mahurzari, Katol Road, Nagpur - 441 501
10-Apr  Paid cash to Kamal  1500000
14-Apr  Received cash from Ram  1800000
16-Apr  Purchased goods from Soham  600000
18-Apr  Purchased goods from Soham for cash  800000
20-Apr  Paid rent for office  100000
26-Apr  Received commission  75,000
27-Apr  Paid salary to Gopal  120000
28-Apr  Received cash from Ram  1200000
29-Apr  Withdrew cash from office for personal use  400000
30-Apr  Wages paid  720000

14. What are the various reasons for difference between Bank balances as per cash book and pass book?
15. What are the various methods of determining Goodwill?
17. What are the contents of Final Accounts of Joint Stock Company?
18. Distinguish between Capital and Revenue Expenditures.
19. Distinguish between Capital and Revenue Receipts.
20. What are the objectives of preparing profit and loss account?
21. Explain the rationale behind preparing a balance sheet. What are its limitations?
22. List the major sections (and the components of each section) of a balance sheet.
23. What is authorized capital? What is its significance? How does it differ from issued capital?
24. Distinguish between over-subscription and under-subscription. How is over subscription dealt with?
25. Write notes on ‘capital reserve’ and ‘reserve capital’.
26. Distinguish between Capital Reserve and Reserve Capital
27. Write a note on the issue of shares for consideration other than cash.
28. Can forfeited shares be reissued at discount? If yes, to what extent?
29. What are the different types of Subsidiary Book? Explain the purpose of each.

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Short Answer Questions

1. Discuss on “Natural Resources”. What are renewable and non-renewable resources?
2. Define “Environment”.
3. Explain - Equity issues
4. Define Environment. What are the various types and components of environment?
5. What are the various fields of Environmental Science?
6. Name the Pollution Control Boards of Maharashtra State.
7. What do you mean by “Sustainable Development”?
8. What are the strategies for Soil Conservation?
9. What is ecological natality?
10. How you will define a term “Ecosystem”?
11. What is a ‘System’? What are the basic types of systems?
12. What is crude density and ecological density?
13. What is Thermal Pollution?
14. Discuss “Acid Rains”
15. What is “Ozone Layer Depletion”
16. Write note on “Rain Water Harvesting”.
17. Write note on Environment Economics.
18. Explain “Natural Resources”.
19. What is equitable consumption?
20. Define the term “Biodiversity”.
21. What is Environment Impact Assessment?
22. What do you understand by a term “Ecology”?
23. What do you understand by IPRS?
24. Explain the Issues involved in enforcement of environmental legislations.

Long Answer Questions

1. Discuss Sources, Effects and remedies of Noise Pollution.
2. Explain the scope of “Environment Management”.
3. What is the value of Biodiversity?
4. “Need for public awareness - institution in environment”. Comment.
5. Explain “Equitable use of Natural Resources”.
6. Discuss Sources, Effects and remedies of Nuclear Pollution.

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7. State the scopes, organizational and functional issues of State Pollution Control Board.
8. What is ‘Population Dynamics’? What are the basic approaches for population growth study? Describe a method with suitable example.
9. Define the Environment. Describe the important steps required in attaining sustainable development.
10. Explain the need for Public Awareness for Environment Management.
13. What is Biodiversity? What is its importance? Write a brief note on biodiversity conservation practices in India.
14. What do you mean by Environment Management systems?
15. What are the environmental impacts of industrialization?
16. Explain in Details: EMS and EIA
17. Discuss Sources, Effects and remedies of Soil Pollution.
18. Discuss Sources, Effects and remedies of Air Pollution.
19. What are the prime objectives of environmental education? Briefly describe the guiding principles for developing environmental education natural resources.
20. Discuss in detail “Green House Effect / Global Warming”
21. Discuss in detail “Acid Rains”
22. Developed countries are responsible for Un-Sustainable development: Explain.
23. What do you mean by Pollution control Board?
24. Discuss Sources, Effects and remedies of Water and Marine Pollution.
25. Explain the impact of development on business environment.
26. What are natural resources? Disrobe the role of an individual in conserving
27. Explain in detail the following laws implemented by the Government: Environmental (protection) Act, The water (prevention and control of Pollution); the wild life protection Act; Forest conservation Act.

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Short Questions

1. Marks of nine students in a geography test that had a maximum possible mark of 50 are given below:
   47  35  37  32  38  39  36  34  35
2. Find the median of this set of data values.
3. Define and explain Range.
4. Compare of Mean, Median and Mode.
5. State Coefficient of Variance.
7. State Karl Pearson’s method.
8. What are uses & properties of correlation coefficient?
9. Explain Lag and lead in correlation
10. What are the components of Time Series
11. Explain multiplicative models.
12. State the elements in decision making.
13. What is the meaning of the term LPP and optimization?
15. What are uses and properties of regression coefficient?
16. What is the Concept of Covariance
17. State the Trends in Time Series Analysis and Forecasting.
18. What is Correlation in grouped data?
19. What is set theory approach?
20. Difference in cyclic variation and irregular variation
21. What is set theory approach?

Long Questions

Answer the following questions:

1. From the following marks obtained by 8 students in Accountancy and Statistics, compute rank coefficient of correlation.
   Marks in Accountancy: 60  15  20  28  12  40  80  20
   Marks in Statistics:  10  40  30  50  30  20  60  30

2. The following table gives the frequency according to age groups of marks obtained by 67 students in an intelligence test.

Campus: Survey No.13/2 Mahurzari, Katol Road, Nagpur - 441 501
<table>
<thead>
<tr>
<th>Test Marks</th>
<th>18</th>
<th>19</th>
<th>20</th>
<th>21</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>200-250</td>
<td>4</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td>11</td>
</tr>
<tr>
<td>250-300</td>
<td>3</td>
<td>5</td>
<td>4</td>
<td>2</td>
<td>14</td>
</tr>
<tr>
<td>300-350</td>
<td>2</td>
<td>6</td>
<td>8</td>
<td>5</td>
<td>21</td>
</tr>
<tr>
<td>350-400</td>
<td>1</td>
<td>4</td>
<td>6</td>
<td>10</td>
<td>21</td>
</tr>
<tr>
<td>Total</td>
<td>10</td>
<td>19</td>
<td>20</td>
<td>18</td>
<td>67</td>
</tr>
</tbody>
</table>

Is there any relationship between age and intelligence i.e. Calculate Correlation Coefficient between Age and Intelligence?

3. Suppose that we have been given the following data pertaining to two series X and Y

\[
\begin{align*}
X & : 30 & 30 & 20 & 50 & 60 & 40 & 20 & 60 \\
Y & : 90 & 80 & 60 & 120 & 150 & 90 & 70 & 130 \\
\end{align*}
\]

X series indicates advertising expenditure in thousand rupees and Y series relates to sales in units.

We are told the regression equation

\[
\tilde{Y} = 24.444 + 1.889X
\]

We are asked to calculate the standard error of estimate.

4. You are given below the following information about advertisement and sales:

<table>
<thead>
<tr>
<th>Adv. Exp. (X) (Rs. crores)</th>
<th>Sales (Y) (Rs. crores)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mean 20</td>
<td>120</td>
</tr>
<tr>
<td>S.D. 5</td>
<td>25</td>
</tr>
</tbody>
</table>

Correlation Coefficient 0.8

Calculate the two regression equations

I. Find the likely sales when advertisement expenditure is Rs. 25 crores.

II. What should be the advertisement budget if the company wants to attain sales target of Rs. 150 crores?
5. XYZ company is concerned about the reaction of customers to the opening of branch in Nagpur and is of the opinion that one of the following can take place:

- Increased market share
- No change in market share
- Decreased market share

<table>
<thead>
<tr>
<th>States of Nature</th>
<th>Value in Rs Lakh</th>
<th>Probability</th>
</tr>
</thead>
<tbody>
<tr>
<td>Increased market share</td>
<td>6</td>
<td>0.2</td>
</tr>
<tr>
<td>No change in market share</td>
<td>2</td>
<td>0.5</td>
</tr>
<tr>
<td>Decreased market share</td>
<td>-4</td>
<td>0.3</td>
</tr>
</tbody>
</table>

Determine the expected monetary value of the decision to open the branch.

6. Calculate the Maximin Criterion for the following table and tell which of the action should be suitable for the company for optimum benefit.

<table>
<thead>
<tr>
<th>Payoff Table of a company</th>
</tr>
</thead>
<tbody>
<tr>
<td>Demand</td>
</tr>
<tr>
<td>--------</td>
</tr>
<tr>
<td>Action A1: Expand</td>
</tr>
<tr>
<td>Action A2: Build</td>
</tr>
<tr>
<td>Action A3: Subcontract</td>
</tr>
</tbody>
</table>

7. Calculate the Median, Mean Deviation and Standard Deviation from the following table-

<table>
<thead>
<tr>
<th>Marks</th>
<th>Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 -25</td>
<td>6</td>
</tr>
<tr>
<td>25-40</td>
<td>20</td>
</tr>
<tr>
<td>40-55</td>
<td>44</td>
</tr>
<tr>
<td>55-70</td>
<td>26</td>
</tr>
</tbody>
</table>
8. Calculate Expected Opportunity Loss from the following payoff table:

<table>
<thead>
<tr>
<th>Action</th>
<th>Event</th>
<th>A1 (Rs)</th>
<th>A2 (Rs)</th>
<th>A3 (Rs)</th>
<th>Event probabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>E1</td>
<td>50</td>
<td>-10</td>
<td>-80</td>
<td></td>
<td>0.2</td>
</tr>
<tr>
<td>E2</td>
<td>400</td>
<td>500</td>
<td>600</td>
<td></td>
<td>0.5</td>
</tr>
<tr>
<td>E3</td>
<td>600</td>
<td>900</td>
<td>800</td>
<td></td>
<td>0.3</td>
</tr>
</tbody>
</table>

Wherein we get minimum expected loss? Which action should we prefer?

9. Calculate Karl Pearson’s coefficient of correlation between X and Y.

X: 23 27 28 28 29 30 31 33 35 36
Y: 18 20 22 27 21 29 27 29 28 29

And also find coefficient of Determination.

10. Find the coefficient of correlation (r) between X and Y from the following data:

X: 3 6 5 4 4 6 7 5
Y: 3 2 3 5 3 6 6 4

Also find the regression equation of Y on X and predict the average value of Y when X is 9.

11. Below are given the annual consumption in thousand tones of a town.

<table>
<thead>
<tr>
<th>Year</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumption(in ‘000 tones)</td>
<td>70</td>
<td>75</td>
<td>90</td>
<td>91</td>
<td>95</td>
<td>98</td>
<td>100</td>
</tr>
</tbody>
</table>

Fit a straight line trend by the method of least square and tabulate the trend values by taking 2008 as origin.

Also estimate the consumption for 2017.
12. Use Graphical Method to solve the following LP problem.

Find the maximum value of

\[ Z = 2x + y \]

Subject to

\[ x + 2y \leq 10, \]
\[ x + y \leq 6, \]
\[ x + y \leq 2, \]
\[ x + 2y \leq 1, \]
\[ x, y \geq 0 \]

13. Write Short Note on:

a) Uses and limitations of statistics

b) Bayes’s Theorem

14. By using Quartiles, Calculate the Quartile Deviation and Coefficient of Quartile Deviation

<table>
<thead>
<tr>
<th>Age group</th>
<th>People (in numbers representing Lakhs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Below 20</td>
<td>19</td>
</tr>
<tr>
<td>Below 30</td>
<td>32</td>
</tr>
<tr>
<td>Below 40</td>
<td>42</td>
</tr>
<tr>
<td>Below 50</td>
<td>47</td>
</tr>
</tbody>
</table>

15. Suppose that we have been given the following data pertaining to two series X and Y

<table>
<thead>
<tr>
<th>X</th>
<th>50</th>
<th>30</th>
<th>20</th>
<th>50</th>
<th>50</th>
<th>40</th>
<th>30</th>
<th>70</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>80</td>
<td>70</td>
<td>60</td>
<td>110</td>
<td>120</td>
<td>90</td>
<td>80</td>
<td>120</td>
</tr>
</tbody>
</table>

X series indicates painting expenditure in hundreds of rupees and Y series relates to construction cost in thousands of rupees.

We are told the regression equation:
\[ \hat{Y} = 12.235 + 2.56X \]

We are asked to calculate the standard error of estimate.

16. State and explain what do you understand by the concept of ‘Venn Diagram’ in Probability. Also explain ‘Set Theory approach’ in Probability.

17. Use Graphical Method to solve the following LP problem.
Find the maximum value of
\[ Z = 6x + 2y \]
Subject to
\[ 4x + 2y \geq 10, \]
\[ x + y \geq 6, \]
\[ x + y \leq 2, \]
\[ x + 4y \geq 12, \]
\[ x, y \geq 0 \]

18. What do you understand by ‘Measures of Central Tendency’? Explain it in brief.

19. The following Table shows Schools serving (Teaching) in a particular area. Find the Median period of being in teaching industry and Mode.

<table>
<thead>
<tr>
<th>Schools Teaching for (in Years)</th>
<th>Number of Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td>Below 15</td>
<td>58</td>
</tr>
<tr>
<td>Below 25</td>
<td>49</td>
</tr>
<tr>
<td>Below 35</td>
<td>43</td>
</tr>
<tr>
<td>Below 45</td>
<td>23</td>
</tr>
<tr>
<td>Below 55</td>
<td>12</td>
</tr>
<tr>
<td>Below 65</td>
<td>8</td>
</tr>
<tr>
<td>Below 75</td>
<td>4</td>
</tr>
<tr>
<td>75 and above</td>
<td>02</td>
</tr>
</tbody>
</table>

20. What are the various components in Time Series and describe them briefly? Also explain the Trends in Time Series Analysis and Forecasting.

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Short Questions

1. What is a contract? Explain with an example.
2. Differentiate between contract and agreement?
3. Explain capacity to contract.
4. What are contingent contracts?
5. Explain misinterpretation and fraud.
6. Explain undue influence and coercion.
7. What are the types of mistake?
8. Define Company.
9. What are the characteristics of a company?
10. What is Doctrine of Ultra vires?
11. Explain Indoor management and constructive notice.
12. Explain roles and duties of promoters.
13. Explain the roles and duties of directors.
14. List the types of negotiable instruments.
15. Define promissory note and cheque.
16. Define partnership. What are the different types of partnership?
17. What are rights and liabilities of partners?
18. What is a minor’s status in a partnership firm?
19. What are kinds of partners?
20. What is digital signature?
21. What are the objectives of IT Act?
22. Define consumer according to the Consumer Protection Act, 1986.
23. What are unfair trade practices?
24. What are restrictive trade practices?
25. What are Consumer Dispute Redressal Agencies?
Long Questions

1. What are the essential elements of a valid contract?

2. Justify “All agreements are contracts but all contracts are not agreements”.

3. Explain in detail Free Consent.

4. Explain Capacity to Contract.

5. What is Breach of Contract?

6. Explain the remedies for Breach of Contract.

7. Explain the different types of companies.

8. What are the provisions for the incorporation of a company?


10. What are Articles of Association?

11. Explain the concept of prospectus.

12. What is transfer and transmission of shares?

13. Explain transfer and transmission of debentures.

14. What is winding up of companies? Mention the types of winding up.

15. Write the characteristics of promissory note and bills of exchange.

16. Explain the characteristics of cheque.

17. What are types of endorsements?

18. Explain the procedure to be followed in case of dishonor of cheque.

19. What is Limited Liability Partnership Act 2008?

20. Explain the formation and registration of a partnership firm.

21. What is the objective and scope of IT Act 2000?

22. What are the certifying authorities for penalty and adjudication for Information Technology Act?

23. What are consumer disputes?

24. Explain the rights of consumer according to Consumer Protection Act.

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Short Answer Questions

1. Who invented Computer?
2. What is Data text web mining?
3. What is Customer Relationship Management?
4. What is Supply Chain Management? In which areas it focus on?
5. What role does supply chain management play relative to electronic commerce?
6. What are the managerial issues in Knowledge Management?
7. What do you mean by “Real time business intelligence”?
8. What do you understand by Competitive Intelligence?
9. What are the hardware & software devices? Explain briefly.
10. What are the uses of Internet & Web?
11. What are the hardware & software devices? Explain briefly.
13. What are the different malicious programs which affect the security system?
14. Explain the concept of ERP.
15. What is Data Base Management System?
16. State different types of programming languages used.
17. What are System Software and Application Software?
18. In what ways does supply chain management influence the way businesses run their daily business operations?
19. List down the peripherals of computer system. Also state the software devices.
20. Explain the term ‘Business Analytics’.
21. Differentiate between decision support system and intelligent support system.
22. Explain the framework of Business Intelligence.

Long Answer Questions

1. Briefly explain the history of Internet and Internet Applications.
2. What is Enterprise Resource Planning? Give brief idea about various ERP packages.
3. State the characteristics and functions of MIS. How MIS could be used in Manufacturing, Marketing, Finance and HRM?

4. Explain the use of Business Performance Management Scorecards in any business.

5. How Information Technology does help in Knowledge Management? What are the Roles of people in knowledge management?

6. Explain the concept and benefits of Corporate Performance Management and Business Intelligence.

7. What are the functional units of a computer? Explain basic computer operation.

8. Explain the types of E-Commerce and state their utilities.

9. State and explain the various Computer applications used in various areas of business.

10. Explain the types of E-Commerce and state their utilities.

11. State and explain the various Computer applications used in various areas of business.

12. Write short notes on:-
   (a) WWW
   (b) E-mail

13. Write short notes on:-
   (a) Word
   (b) Power Point
   (c) Excel

14. What is an operating system? Briefly describe any two:
   (a) Linux
   (b) Unix
   (c) Windows OS
   (d) MSDOS

15. Explain Internet, Intranet and Extranet Applications.

16. Write a short note on:-
   (a) E-Commerce
   (b) E-Learning

17. Write a short note on:-
   (a) E-Business
   (b) E-Governance.

18. Write brief notes on:-
   a) Internet
   b) Intranet
   c) Extranet