

Part - I

1. a) Management
2. a) A and R are right but 'R' does not explain A
3. c) Incentives are not paid in appreciation of the performance of the best employees.
4. c) Richard H Buskir and James
5. c) Bill of Lading
6. b) Ability test - Intelligence Test
7. a) Stand up India
8. c) ISI Act -1942
9. a) Latin
10. c) In secondary market stocks are traded once.

Part - II

11. Motivation includes increasing the speed of performance of a work and developing, a willingness on the part of workers.

The goals are achieved with the help of motivation. This is done by a resourceful leader.

12. As per the companies Act 2013, for taking any decision or executing any transaction, the consent of the shareholders the board of Directors and other specified is required. The decisions taken at a meeting are called resolutions.

13. **Wholesale Market**

Goods are purchased directly from the producers.

Bulk purchases are made.

Sales make to retailers

No sales to consumers

Retail Market

Goods are purchased directly from the wholeseller.

Purchases are made in small quantities.

Sales are made to consumers & customers in small of quantities.

Sales to consumers in required quantities.

14. "Buyer be ware" derived from the Latin term caveat emptor." Buyer bware means the buyer assumes the risk that a product fails to meet the expectations or have defects.

15. VUCA stands for volatility, uncertainty, complexity and ambiguity, of future environment of business. Developed in the late 80's by U.S. Military.

16. Intrapreneur is one who thinks and acts like an entrepreneur for the firm's development during the course of employment in an organization.

An Intrapreneur is described to be an inside entrepreneur or an entrepreneur within a large firm who uses entrepreneurial skills without incurring the risk associated with these activities.

17. Think before execute is related with the financial planning in management. Nothing can be executed without planning.

Part - III

18. Stag: A Stag is a cautious speculator in the stocks exchange. He applies for shares in new companies and expects to sell them at premium if he gets an allotment.

Lame Duck. A bear speculator contracts to sell securities at a later date. When a bear finds it difficult to fulfill his commitment, he is said to be struggling like a lame duck on the appointed time and he is not able to get the securities as the holders are not willing to part with them. In such situations he feels confused.

19. According to Edwin P. Philipo Recruitment is the process of finding suitable candidates for the various posts in an organization. It is a process of attracting potential people to apply for a job in an organization.

20. B2B- A buying and selling process between producers to wholesaler and wholesaler to retailer.

B2C- A Buying and selling process between producers to consumers (Business to consumers)

21. Artificial Scarcity: There are certain situations where the shop-keepers put up the board 'No Stock' in front of their shops, even though there is a plenty of stock in the store.

In such situations consumers who are desperate to buy such good, have to pay hefty price to buy those goods and thus earning more profit unconscientiously.

22. Existing goods: Existing goods are those goods owned or possessed by the seller at the time of contract of sale. Goods Possessed even after sale by agents or by pledgers.

Existing goods may be either i) Specific Goods ii) Ascertained Goods iii) Generic or Unascertained Goods.

23. Negotiability

1. It passes to the transferee by mere endorsement in the case of a bearer instrument and by endorsement and delivery in the case of an order instrument.

2. Notice is not necessary for the holder of negotiable instrument to claim the payment from the debtor.

3. Holder of negotiable instrument in due course gets a better title than even the transferor. It means that the transferee gets the instrument free from any defect existing in the title of the transferor or any prior party.

4. Consideration is presumed.

Assignability

As assignment can be made by observing certain formalities.

For instance, an instrument is to be made in writing, duly stamped and signed by the transferor or his agent.

In case of actionable claim, notice of the assignment by the transferee regarding the transfer of debt to the debtor necessary.

The transferee's title to the instrument is subject to the defects of the transferor's title. In other words, defects in the title of the transferor pass on to the transferee too.

The assignee has to prove the consideration for the transfer.

24. 1) Two parallel lines should be drawn across the face of a cheque and not on the reverse thereof.

2) "And company" & "Not negotiable" may be written in between the lines. By doing this he can make payment.

Part - IV

25. a) Advantages of MBA.

1. It saves the time of managers because they deal only with exceptional matters. Routine problems are left to subordinates.
2. It focuses managerial attention on major problems. As a result, there is better utilization of managerial talents and energy.
3. It facilitates delegation of authority. Top management concentrates on strategic decisions and operational decisions are left to the lower levels. There is an increase in span of control. This leads to motivation and development of subordinates.
4. It is a technique of separating important information from unimportant one. It forces managers to review past history and study related business data for identifying deviations. There is better use of knowledge of trends, history and available business data.
5. MBA keeps management alert to opportunities and threats by identifying critical problems. It can avoid uninformed and impulsive action.
6. Management by exception provides yardsticks for judging results. It is helpful in objective performance appraisal.

25. b) Section 164 of Companies Act, 2013, has mentioned the disqualification as mentioned below:

1. A person shall not be capable of being appointed director of a company, if the director is unsound mind.
2. An undercharged insolvent.
3. Has been convicted by a court of law for any offence involving moral turpitude and sentenced in respect thereof to imprisonment for not less than six months.
4. Has not paid any call in respect of shares of the company held by him, whether alone or jointly with others.
5. An order disqualifying him for appointment as director has been passed by a court in pursuance of section 203.
6. He has been convicted of the offence dealing with related party transactions under section 188.
7. He has not got the Director Identification Number.

26.A. An option is a type of security that can be bought or sold at specified price within a specified period of time, in exchange for a non refundable upfront deposit. An options contract offers the buyer the right to buy not the obligations to buy at a specified price or date. Options are a type of derivative product. The right to sell a security is called a put option while to right to buy is called the call option.

.Sensex. Sensex is an index of the stock in BSE Sensex has a list of 30 stocks. BSE decides the stock that are to be listed on Sensex. The criteria for picking a stock to be listed on sensex is volume of trade of that stock and total volume of stock in BSE.

B) Urban Entrepreneur

1. Entrepreneur who commences his entrepreneurial activity in urban areas like State Capital, District Headquarters, Towns, Municipalities etc.,

2. They may be industrial entrepreneur or corporate entrepreneur or retail entrepreneur.

Rural Entrepreneur

These are people who start venture in rural locations. They are provided a lot of economic and fiscal incentives to start their venture in rural and semi urban areas in order to check the exodus of rural people to urban centres in pursuit of employment opportunity.

Thanks to their immediate access to material, labour or other facilities at low cost. As a result the cost of operation of rural ventures tends to be low. Agricultural and trading entrepreneurs prefer to set up their venture in rural areas.

27.A. The type of goods considering the order given by China Hospital is Future Goods, because it is not available with the seller at the time of contract. Future goods are those goods which a seller does not possess at the time of contract or sale but which will be manufactured or produced or acquired by the seller after entering into the contract of sale agreement.

B. The scheme is Jan Dhan Aardhar Mobile (Jam) . Jam, for the first time is a technological intervention that enables direct transfer of subsidies to intended beneficiaries and therefore eliminates all intermediaries and leakages in the system, introduced in 2014. (15.08.2014)