



Enrollment No.....

Faculty of Engineering / Science

End Sem Examination Dec 2024

EN3HS04 / BC3HS05

Fundamentals of Management, Economics &

Accountancy

Programme: B.Tech./ B.Sc.

Branch/Specialization: All

Duration: 3 Hrs.**Maximum Marks: 60**

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

		Marks	BL	PO	CO	PSO
Q.1 i.	According to Frederick Taylor, who should be responsible for inefficiency of an organization?	1	1	1	1	1
	(a) The trade unions					
	(b) The top managers					
	(c) The workers					
	(d) The organization as a whole					
ii.	In what order do managers typically perform the managerial functions?	1	2	1, 2	2	2
	(a) Organizing, planning, controlling, leading					
	(b) Organizing, leading, planning, controlling					
	(c) Planning, organizing, leading, controlling					
	(d) Planning, organizing, controlling, leading					
iii.	Marketing is a process which aims at:	1	2	1, 2	2	2
	(a) Production					
	(b) Profit making					
	(c) Satisfying customer needs					
	(d) Selling products					
iv.	Human resources planning is compulsory for:	1	1	1, 2	1	1
	(a) Effective employee's development program					
	(b) Base for recruitment					
	(c) Base for selection policy					
	(d) All of these					

		[2]				
v.	At breakeven point which hold goods: (a) Total expenses = Total Revenue (b) Total expenses >= Total Revenue (c) Total expenses <= Total Revenue (d) None of these	1	3	1 2	3	2
vi.	Insurance is a / an- (a) Instrument (b) Contract (c) Agreement (d) Rating	1	1	1	1	1
vii.	The assets and liabilities are the components of: (a) Trading account (b) Trial balance (c) Balance sheet (d) Net sale	1	2	1 2	2	2
viii.	Indicate the correct accounting equation: (a) Assets = Liabilities- capital (b) Assets = Income + equity (c) Assets = Liabilities+ equity (d) Liabilities = Assets + equity	1	3	1, 2	3	2
ix.	Factoring is method of raising (a) Long term financial (b) Medium term financial (c) Short term financial (d) None of these	1	2	1, 2	2	2
x.	Financial decision involves with: (a) Investment, financing and dividend decision (b) Investment, financing and sales decision (c) financing, dividend and cash decision (d) All of these	1	2	1, 2	2	2
Q.2 i.	Define management with minimum three theorist definition.	2	1	1	1	1
ii.	Differentiate management and administration.	3	2	1, 2	2	2
iii.	List out the principles of management developed by Henri Fayol.	5	3	1, 2	3	2
OR iv.	What are the main functions of a professional manager?	5	1	1	1	1
Q.3 i.	What do you understand by HRM? What is its nature?	2	2	1, 2	2	2
ii.	What is marketing mix? Explain its tools. What are the duties and responsibility of a marketing manager?	8	1	1	1	1

		[3]				
OR iii.	Explain the functions of human resources management.	8	1	1	1	1
Q.4 i.	What do you mean by price elasticity of demand? Explain with type of elasticity.	3	1	1	1	1
ii.	Define law of variable proportional. Explain it with diagrams.	7	1	1	1	1
OR iii.	Explain theory of demand and supply. What is national income and related aggregates?	7	2	1, 2	2	2
Q.5 i.	Define elements of cost and various types of costs in a cost sheet.	4	1	1	1	1
ii.	Define: (a) Journal (b) Ledger (c) Double entry system (d) Trial Balance (e) Balance Sheet (f) Accounting principles	6	1	1	1	1
OR iii.	Pepsi company produces a single article. Following cost data is given about product: - Selling price per unit Rs. 40 Marginal cost per unit Rs. 24 Fixed cost per annum Rs. 16000 Calculate: (a) P/V ratio (b) Break Even sales (c) Sale to earn a profit of Rs. 2000 (d) Profit at sale of Rs. 60,000 (e) New break-Even sale, if price is reduced by 10%	6	3	1, 2	3	2
Q.6 i.	Attempt any two: What do you understand by profit maximisation and wealth maximisation? Explain in detail.	5	2	1, 2	2	2
ii.	Define business finance. Also describe investment decision, financing decision and dividend policy decision.	5	2	1, 2	2	2
iii.	Define financial management and its objectives in detail.	5	2	1, 2	2	2

Marking Scheme

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Q.1	i)	c) The workers		1
	ii)	c). Planning, organizing, leading, controlling		1
	iii)	c) Satisfying customer needs		1
	iv)	d) All of the above		1
	v)	a) Total expenses = Total Revenue		1
	vi)	c)Agreement		1
	vii)	c) Balance sheet		1
	viii)	(c) Assets = Liabilities+ equity		1
	ix)	c) Short term financial		1
	x)	a) Investment, financing and dividend decision		1
Q.2	i.	Define Management with minimum three theorist Definition		2
	ii.	Differentiate Management Administration	1.5 Marks 1.5 Marks	
	iii.	principles of management		5
OR	iv.	main functions of a professional manager? each point	1 mark in	5
Q.3	i.	What do you understand by HRM its nature	1 mark 1 mark	2
	ii.	What is a marketing mix its tools the duties and responsibility of a marketing managers	2 marks 2 marks 4 marks	8
OR	iii.	Explain the functions of human resources management		8

Q.4	i.	price elasticity of demand types	1.5 marks 1.5 marks	
	ii.	law of variable proportional Explain Diagram	2 marks 3 marks 2 marks	7
OR	iii.	theory of demand and supply. What is national income related aggregates	2 marks 3 marks 2 marks	7
Q.5	i.	elements of cost various types of costs in a cost sheet	2 marks 2 marks	4
	ii.	Define: (1 mark in each definition)		6
OR	iii.	Pepsi company produces a single article. Following cost data is given about product: (1 mark in each step)		6
Q.6				
	i.	profit maximisation wealth maximisation	2.5 marks 2.5 marks	5
	ii.	business finance. investment decision, financing decision and dividend policy decision. (1 mark in each definition)	2 marks	5
	iii.	financial management objectives	2.5 marks 2.5 marks	5
