

Total No. of Questions: 6

Total No. of Printed Pages: 3



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
(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
(a) Production					
(b) Profit making					
(c) Satisfying customer needs					
(d) Selling products					
iv. Human resources planning is compulsory for:	1	1	1,	1	1
(a) Effective employee's development program					
(b) Base for recruitment					
(c) Base for selection policy					
(d) All of these					

		[2]										[3]				
v.	At breakeven point which hold goods:	1	3	$\frac{1}{2}$	3	2	OR	iii.	Explain the functions of human resources management.	8	1	1	1	1		
	(a) Total expenses = Total Revenue						Q.4	i.	What do you mean by price elasticity of demand? Explain with type of elasticity.	3	1	1	1	1		
	(b) Total expenses \geq Total Revenue						ii.	Define law of variable proportional. Explain it with diagrams.	7	1	1	1	1			
	(c) Total expenses \leq Total Revenue						OR	iii.	Explain theory of demand and supply. What is national income and related aggregates?	7	2	$\frac{1}{2}$	2	2		
vi.	Insurance is a / an-	1	1	1	1	1	Q.5	i.	Define elements of cost and various types of costs in a cost sheet.	4	1	1	1	1		
	(a) Instrument (b) Contract						ii.	Define:	6	1	1	1	1			
	(c) Agreement (d) Rating							(a) Journal								
vii.	The assets and liabilities are the components of:	1	2	$\frac{1}{2}$	2	2			(b) Ledger							
	(a) Trading account (b) Trial balance								(c) Double entry system							
	(c) Balance sheet (d) Net sale								(d) Trial Balance							
viii.	Indicate the correct accounting equation:	1	3	$\frac{1}{2}$	3	2			(e) Balance Sheet							
	(a) Assets = Liabilities- capital								(f) Accounting principles							
	(b) Assets = Income + equity						OR	iii.	Pepsi company produces a single article. Following cost data is given about product:-	6	3	$\frac{1}{2}$	3	2		
	(c) Assets = Liabilities+ equity								Selling price per unit	Rs. 40						
	(d) Liabilities = Assets + equity								Marginal cost per unit	Rs. 24						
ix.	Factoring is method of raising	1	2	$\frac{1}{2}$	2	2			Fixed cost per annum	Rs. 16000						
	(a) Long term financial								Calculate:							
	(b) Medium term financial								(a) P/V ratio							
	(c) Short term financial								(b) Break Even sales							
	(d) None of these								(c) Sale to earn a profit of Rs. 2000							
x.	Financial decision involves with:	1	2	$\frac{1}{2}$	2	2			(d) Profit at sale of Rs. 60,000							
	(a) Investment, financing and dividend decision								(e) New break-Even sale, if price is reduced by 10%							
	(b) Investment, financing and sales decision															
	(c) financing, dividend and cash decision															
	(d) All of these															
Q.2	i. Define management with minimum three theorist definition.	2	1	1	1	1										
	ii. Differentiate management and administration.	3	2	$\frac{1}{2}$	2	2										
	iii. List out the principles of management developed by Henri Fayol.	5	3	$\frac{1}{2}$	3	2		Q.6	i.	Attempt any two:						
OR	iv. What are the main functions of a professional manager?	5	1	1	1	1		ii.	What do you understand by profit maximisation and wealth maximisation? Explain in detail.	5	2	$\frac{1}{2}$	2	2		
Q.3	i. What do you understand by HRM? What is its nature?	2	2	$\frac{1}{2}$	2	2		ii.	Define business finance. Also describe investment decision, financing decision and dividend policy decision.	5	2	$\frac{1}{2}$	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		iii.	Define financial management and its objectives in detail.	5	2	$\frac{1}{2}$	2	2		

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Marking Scheme

EN3HS04 Fundamentals of Management, Economics & Accountancy

Q.1	i) c) The workers	1	Q.4	i.	price elasticity of demand	1.5 marks	7
	ii) c). Planning, organizing, leading, controlling			ii.	types law of variable proportional	1.5 marks 2 marks	
	iii) c) Satisfying customer needs			OR	Explain Diagram	3 marks 2 marks	
	iv) d) All of the above			iii.	theory of demand and supply.	2 marks	
	v) a) Total expenses = Total Revenue				What is national income related aggregates	3 marks 2 marks	
	vi) c) Agreement			Q.5	i. elements of cost various types of costs in a cost sheet	2 marks 2 marks	
	vii) c) Balance sheet			ii.	Define: (1 mark in each definition)	4	
	viii) (c) Assets = Liabilities+ equity			OR	iii. Pepsi company produces a single article. Following cost data is given about product:	6	
	ix) c) Short term financial				(1 mark in each step)		
	x) a) Investment, financing and dividend decision			Q.6			
Q.2	i. Define Management with minimum three theorist Definition	2		i.	profit maximisation	2.5 marks	5
	ii. Differentiate Management Administration			ii.	wealth maximisation	2.5 marks	
	1.5 Marks			business finance.	2 marks		
	1.5 Marks			investment decision, financing decision and dividend policy decision.	(1 mark in each definition)		
OR	iii. principles of management	5		iii.	financial management	2.5 marks	5
	iv. main functions of a professional manager?				objectives	2.5 marks	

Q.3	i. What do you understand by HRM	1 mark	2				
	its nature						
	ii. What is a marketing mix	2 marks	8				
	its tools						
OR	the duties and responsibility of a marketing managers	4 marks	8				
	iii. Explain the functions of human resources management						