**UNIT-III**

1. Define HRM and write about the functions of HRM.
2. Describe the Marketing Management.
3. What are the Strategies in Product Life-Cycle?
4. Describe the Channels of Distributions.
5. Differentiate HRM and PM.
6. Discuss about the Function of Marketing Management.

**UNIT-IV**

1. What is accounting? Explain the accounting life-cycle.
2. Journalize the following transactions in the books of Manoj.

2012 January.

1. Commenced business with Rs. 10,00,000/-
2. Goods sold Rs. 7,00,000/-
3. Goods purchased Rs. 5,00,000/-
4. Machinery purchased Rs. 3,00,000/-
5. Car sold Rs. 2,00,000/-
6. Sales to Ramu Rs. 1,00,000/-
7. Purchases from Radha Rs. 50,000/-
8. Goods sold through cheque Rs. 70,000/-
9. Goods purchased though cheque Rs. 35,000/-
10. Deposited into the bank Rs. 1,50,000/-
11. Withdrawn from bank Rs. 80,000/-
12. Rent paid Rs. 10,000/-
13. Salary received Rs. 60,000/-
14. Interest paid Rs. 5000/-
15. Commission received Rs. 2000/-
16. Journalize the following transactions and post them into the Ledger, 2010 January.
17. Business started Rs. 5,00,000/-
18. Goods sold to Ramana Rs. 50,000/-
19. Goods purchased from Sujatha Rs. 20,000/-
20. Machinery sold Rs. 30,000/-
21. Motor vehicle purchased Rs. 40,000/-
22. Purchase returns Rs. 5000/-
23. Sales returns Rs. 3000/-
24. Deposited into bank Rs. 10,000/-
25. Salaries paid Rs. 20,000/-
26. Rent received Rs. 15,000/-
27. Define PERT and CPM and Write about the Steps in Development of Network.
28. Differentiate PERT and CPM.
29. Draw the Network Diagram and Evaluate PERT and CPM

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Activities | 1-2 | 1-3 | 1-4 | 2-4 | 2-5 | 3-4 | 3-7 | 4-6 | 4-7 | 5-6 | 5-7 |
| Time Duration | 4 | 6 | 12 | 7 | 11 | 7 | 8 | 8 | 13 | 4 | 4 |

**UNIT-V**

1. Explain about the Nature and Features of Capital Budgeting.
2. From the following information calculate IRR.

Initial Investment Rs. 32,000/-

|  |  |  |  |
| --- | --- | --- | --- |
| Years | 1 | 2 | 3 |
| Cash flows | 16,000 | 14,000 | 12,000 |

1. Write about the Significance and Importance of Capital Budgeting.
2. From the following information calculate Pay-Back Period.

Initial Investment – Rs. 70,000/-

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Years | 1 | 2 | 3 | 4 | 5 |
| Cash Flows | 10,000 | 20,000 | 30,000 | 45,000 | 60,000 |

1. From the following information calculate ARR.

Initial Investment is 4, 00,000/-, Scrap Value is 80,000/- and Work Capital is 2, 00,000/-.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Years | 1 | 2 | 3 | 4 | 5 |
| Cash Flows | 1,00,000 | 2,50,000 | 3,70,000 | 4,30,000 | 5,10,000 |

1. From the following information calculate NPV and Profitability Index, where the Initial Investment is Rs. 9,00,000/- and the Discount Rate is 10%.

|  |  |  |  |
| --- | --- | --- | --- |
| Years | 1 | 2 | 3 |
| Cash Flows | 3,00,000 | 5,00,000 | 6,00,000 |