

(i) Printed Pages : 2

Roll No.

(ii) Questions : 6

Sub. Code :

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Bachelor of Commerce 1st Sem.

(2122)

PUNJABI (Compulsory)

Paper : BCA-101-A

Time Allowed : Three Hours]

[Maximum Marks : 45

ਨੋਟ :- (1) ਲਿਖਾਈ ਸਾਫ਼ ਅਤੇ ਸਪੱਸ਼ਟ ਹੋਣੀ ਚਾਹੀਦੀ ਹੈ।

(2) ਇੱਕ ਤੋਂ ਵੱਧ ਭਾਗਾਂ ਵਾਲੇ ਪ੍ਰਸ਼ਨਾਂ ਦਾ ਉੱਤਰ ਇਕ ਥਾਂ ਹੀ ਲਿਖਿਆ ਜਾਵੇ।

1. (ੳ) ਵਿਹੁਲਾ ਚੱਕਰ ਕਾਂਡ ਨੂੰ ਸੰਖੇਪ ਸ਼ਬਦਾਂ ਵਿੱਚ ਲਿਖੋ।

ਜਾਂ

‘ਨਵੇਂ ਲੋਕ ਨਵੇਂ ਕਜ਼ੀਏ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

(ਅ) ‘ਧੁੰਦੇ’ ਦਾ ਜੰਗਲ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

ਜਾਂ

‘ਟੋਟਾ ਕੁ ਧੁੱਪ’ ਕਾਂਡ ਦਾ ਸਾਰ ਲਿਖੋ।

6+6=12

2. ‘ਗਲੀਏ ਚਿੱਕੜ ਦੂਰਿ ਘਰੁ’ ਪੁਸਤਕ ਦੇ ਆਧਾਰ ਤੇ ਹੇਠ ਲਿਖੇ ਪ੍ਰਸ਼ਨਾਂ ਵਿੱਚੋਂ ਕਿਸੇ ਚਾਰ ਦੇ ਉੱਤਰ ਦਿਓ :

(ੳ) ਪੁਲੀਸ ਲੋਕਾਂ ਨੂੰ ਦੰਗਿਆਂ ਲਈ ਕਿਵੇਂ ਭਤਕਾਉਂਦੀ ਸੀ ?

(ਅ) ਲੇਖਕ ਦਾ ਪਰਿਵਾਰ ਕਿਥੋਂ ਉਜੜ ਕੇ ਕਿੱਥੇ ਆਇਆ ਸੀ ?

- (ੲ) ਲੇਖਕ ਨੂੰ ਮੁਨਸ਼ੀ ਸ਼ਬਦ ਤੋਂ ਚਿੜ੍ਹ ਕਿਉਂ ਸੀ ?
 (ਸ) ਲੇਖਕ ਨੇ ਸੁਭਾਸ਼ ਚੰਦਰ ਬੋਸ ਨੂੰ ਕਿੱਥੇ ਦੇਖਿਆ ਸੀ ?
 (ਹ) ਮੁਸਲਮਾਨ ਅਫ਼ਸਰ ਦੀ ਕੋਠੀ ਦੀ ਲੁੱਟ ਦਾ ਵਰਨਣ ਕਰੋ।
 (ਕ) ਇਕ ਕਲਰਕ ਆਪਣੀ ਹੇਰਾ-ਫੇਰੀ ਦੀ ਕਮਾਈ ਬਾਰੇ ਕੀ ਕਹਿੰਦਾ ਹੈ ?

2×4=8

3. ਕਿਸੇ ਇੱਕ ਵਿਸ਼ੇ ਉੱਤੇ ਲੇਖ ਲਿਖੋ :

- (ੳ) ਮਨ ਜੀਤੈ ਜੱਗ ਜੀਤ
 (ਅ) ਆਨਲਾਈਨ ਸ਼ਾਪਿੰਗ
 (ੲ) ਇੰਟਰਨੈੱਟ ਦੀ ਦੁਨੀਆਂ
 (ਸ) ਕਿਸੇ ਪਹਾੜੀ ਜਗ੍ਹਾ ਦੀ ਸੈਰ।

10

4. ਹੇਠ ਲਿਖੇ ਇਸ਼ਤਿਹਾਰ ਦਾ ਪੰਜਾਬੀ ਵਿੱਚ ਅਨੁਵਾਦ ਕਰੋ :

Wanted a smart, good looking Convent Educated Graduate lady to work as receptionist in our hotel, The Taj New Delhi. Attractive salary. Apply within ten days.

5

5. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿੱਚੋਂ ਪੰਜ ਦੇ ਸ਼ਬਦ-ਜੋੜ ਸੁੱਧ ਕਰਕੇ ਲਿਖੋ :

ਸ਼ਹਦ, ਸਾਂਜ, ਬਾਰ, ਕਹਾਨੀ, ਖੰਗ, ਸੁਨੈਹਰੀ, ਹਦੈਤ, ਚੇਹਰਾ

5

6. ਹੇਠ ਲਿਖੇ ਸ਼ਬਦਾਂ ਵਿੱਚੋਂ ਪੰਜ ਦਾ ਪੰਜਾਬੀ ਰੂਪ ਲਿਖੋ :

Annuity, Barter, Corporation, Deduct, Excise duty, Firm offer, Glut, Hoarding

5

(i) Printed Pages: 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2122)

HISTORY & CULTURE OF PUNJAB

Paper—History & Culture of Punjab From the E.T. to 1849
(BCM-101-B) (Common With BBA 1st/ BCA 3rd Sem.)

Time Allowed : Three Hours]

[Maximum Marks : 45

Note :— (i) Attempt *five* questions in all.

(ii) Question No. 1 is compulsory.

(iii) Attempt **one** question from each Unit.

(iv) An outline map of Punjab is attached herewith.

1. Answer any **five** questions of the following in about **25-30** words each :

(i) Write two names of persons connected with Harappan Civilization.

(ii) How many Hymns, Suktas and Mandalas are there in the Rig Veda ?

(iii) Name the first and last Tirthankara of Jainism.

(iv) Name the important cities of the Mauryan Age.

(v) Who was Harisena ?

(vi) Name four reformers of the Bhakti Movement.

0802/PR-19613(Outline map of Punjab) 1

[Turn over

- (vii) Write the names of sons of Guru Nanak Dev ji.
(viii) Name the parents of Guru Arjan Dev ji.
(ix) Which are the five Kakas of Sikhism ?
(x) Give the names of two famous Finance Ministers of Maharaja Ranjit Singh. $1 \times 5 = 5$

UNIT—I

2. Brief explain about the town planning of Harappan Civilization. 10
3. Explain the socio-economic life of the Early Vedic Age. 10

UNIT—II

4. Discuss the social, religious and economic condition of Punjab during the Mauryan Age. 10
5. What do you know about the Bhakti Movement. 10

UNIT—III

6. Explain the life and teaching of Guru Nanak Dev ji. 10
7. Describe the circumstances that led to the creation of the Khalsa and its significances. 10

UNIT—IV

8. Briefly narrate the history of Misls. 10
9. On the outline map of Punjab, show the following places and write explanatory notes on any two :

Ropar, Lahore, Kiratpur, Khadur Sahib, Harappa, Taran Taran.

$6 + 4 = 10$

(i) Printed Pages: 4

Roll No.

(ii) Questions : 7

Sub. Code :

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Exam. Code :

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**Bachelor of Commerce 1st Semester
(2122)**

ENGLISH AND BUSINESS COMMUNICATION SKILLS

Paper : BCM-102

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt all parts of a question together.

1. Attempt any **three** questions in about **100-120** words each :

(a) Why was Della scared as she awaited Jim's arrival ?

(The Gift of Magi)

(b) How was the King prevented again and again from taking Vikramaditya's seat ?

(The Judgement Seat of Vikramaditya)

(c) What did Suzanne want on her birthday and what she got and how ?

(Fur)

(d) How did Baron Hausberg help Hughie to marry Laura ?

(The Model Millionaire)

(e) What did Lomov and Natalia fight about and what made them finally willing to marry ?

(A Marriage Proposal)

3×4=12

2. Answer any **two** of the following in **300-350** words each :

(a) Describe in your own words, character-sketch of Natalia.

(The Marriage Proposal)

OR

(b) 'The Gift of Magi' is a well knit story with a twist at the end so as to mingle Pathos and Humour. Discuss.

10

3. Read the given passage carefully and answer the questions given at the end :

Why don't I have a telephone ? Not because I pretend to be wise or pose as unusual. There are two chief reasons : because I don't really like the telephone and because I find I can still work and play, eat, breathe and sleep without it. Why don't I like the telephone ? Because I think it is a pest and a time waster. It may create unnecessary suspense and anxiety, as when you wait for an expected call that does not come; or irritating delay, as when you keep ringing a number that is always engaged. As for speaking in a public telephone box, that seems to me really horrible. You would not use it unless you were in a hurry, and because you are in a hurry you will find other people waiting before you. When you do get into the box, you are half asphyxiated by stale, unventilated air, flavoured with cheap face powder and chain-smoking; and by the time you have begun your conversation your back is chilled by the cold looks of somebody who is fidgeting to take your place.

If you have a telephone in your house, you will admit that it tends to ring when you least want it—when you are asleep, or in the middle of a meal or a conversation, or when you are just going out or when you are in your bath. Are you strong-minded enough to ignore it, to say to yourself. “Ah well, it will be the same in a hundred years’ time ?” You are not. You think there may be some important news or message for you. Have you never rushed dripping from the bath, or chewing from the table or dazed from bed, only to be told that you are a wrong number ? You were told the truth. In my opinion all telephone numbers are wrong numbers. If, of course, your telephone rings, and you decide not to answer it, then you will have to listen to an idiotic bell ringing and ringing in what is supposed to be the privacy of your own home. You might as well buy a bicycle bell and ring it yourself.

Questions :

- (1) Discuss the two reasons why the writer does not like the telephone ?
- (2) When can the telephone create unnecessary suspense and anxiety ?
- (3) What is the writer’s complaint against the public telephone ?
- (4) Why does the writer say that all telephone numbers are wrong numbers ?
- (5) Make sentences of the following words :
 - (i) Privacy
 - (ii) Dazed.

12

4. Match the words in **Column 'A'** with their meaning in **Column 'B'** :

Column 'A'	Column 'B'
(1) Pondering	Mended
(2) Explore	Desire
(3) Intend	Wisdom
(4) Prudence	Thinking
(5) Cobbled	Imitate
(6) Mimic	Search

6

5. Write a letter to a firm regarding wrong supply of sports equipments; requesting them to make necessary changes for the same.

OR

Draft a letter to the Manager of a Bank enquiring about various financial assistance schemes given by Government of India.

10

6. Draft any four of the following :
- (a) Draft a *Public Notice* regarding 'Celebrate Green Diwali' by Chandigarh Administration.
 - (b) Write a *Tender Notice* for the construction of Boys' Hostel in College.
 - (c) Draft an *Auction Notice* for the auction of various imported items confiscated by Customs Department.
 - (d) Write a *Memo* to an employee who is always found misbehaving with customers.
 - (e) Draft an *Advertisement* for a newly launched *electric two wheeler*.

4×5=20

7. Attempt any **two** of the following :
- (a) Grapevine Communication.
 - (b) Importance of Effective Communication in Business.
 - (c) Methods/Ways to overcome barriers to Communication.

2×5=10

(i) Printed Pages : 2

Roll No.

(ii) Questions : 14

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2122)

INTERDISCIPLINARY PSYCHOLOGY FOR MANAGERS

Paper : BCM-103

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **four** questions from Section—A. Attempt **two** questions each from Sections B and C respectively.

SECTION—A

1. What is Individual Behaviour ?
2. Locus of control- explain.
3. Theory X and Theory Y.
4. Explain the components of attitude.
5. Explain Laissez faire leader.
6. Outline the stages of conflicts.

4×5

SECTION—B

7. What is Organizational Behaviour ? Discuss the main theories of OB.
8. What is Personality ? What are its major determinants ?

9. Define Perception. Explain its process and its implications in the study of O.B.
10. Define values. How are they different from attitudes ? How can attitudes be measured ? 15×2

SECTION—C

11. Discuss the relative importance of financial and non-financial incentives in motivation.
12. What do you understand by Transactional Analysis ? What is its role and importance in reducing stress and conflict in organization ? Discuss in detail.
13. What is Organizational Conflict ? What are its causes ? What can be done to manage conflict ?
14. "Leadership is situational". Do you agree with this statement ? Explain in brief the various theories of Leadership. 15×2

(i) Printed Pages: 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2122)

BUSINESS ECONOMICS-I

Paper : BCM-104

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **four** questions from Section A and attempt any **two** questions from Section B and Section C each.

SECTION—A

1. Attempt any **four** questions. Each question carries **5** marks :

- (i) Distinguish between Marginal and Total Utility.
- (ii) Explain law of Equi-Marginal Utility.
- (iii) Define Cross Elasticity of Demand.
- (iv) Explain the conditions of firm's equilibrium under perfect competition.
- (v) Distinguish between short run and long run.
- (vi) Define the term monopoly. 4×5=20

SECTION—B

2. Critically explain the Law of Diminishing Marginal Utility along with its importance.
3. Define the law of demand; discuss its weaknesses.
4. Explain 'Price Effect' with the help of Indifference Curve Approach. Show with the help of suitable diagram, bifurcation of 'Price Effect' into 'Income Effect' and 'Substitution Effect'.
5. Define Price Elasticity of demand. Explain various methods to measure it. 2×15=30

SECTION—C

6. Distinguish between internal and external economies and dis-economies of scale.
7. Explain the relationship between Total Revenue, Average Revenue, Marginal Revenue and Elasticity of demand.
8. Define Discriminating Monopoly. Determine equilibrium under discriminating Monopoly.
9. How the firm will be in equilibrium under monopoly both in short and long run? 2×15=30

(i) Printed Pages : 7 Roll No.

(ii) Questions : 14 Sub. Code :

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Bachelor of Commerce 1st Semester

(2122)

PRINCIPLES OF FINANCIAL ACCOUNTING

Paper : BCM-105

Time Allowed : Three Hours] [Maximum Marks : 80

Note :—The students are required to attempt **FOUR** questions from Section-A of short answer type (5 marks each), **TWO** questions from Section-B and Section-C each of essay type (15 marks each).

SECTION—A

1. Explain going concern concept of Accounting.
2. Discuss memorandum joint venture account.
3. Explain maximum loss method of piecemeal distribution.
4. On 1.1.2017, X obtained a lease of coal-mine from Y at a royalty of Rs. 2 per ton of coal raised subject to minimum rent of Rs. 10000 p.m. with power to recoup short workings

over first 4 years of the lease. Prepare Y's Account in the books of X from the following details :

Year	2017	2018	2019	2020	2021
Sales (tons)	2200	3500	4600	5800	7000
Closing stock (tons)	300	500	400	600	800

5. Dabur Ltd. has three departments and submits the following information for the year ending 31st March 2022 :

	Dept. A	Dept. B	Dept. C	Total (Rs.)
Purchase (units)	5000	10000	15000	
Purchase (amount)				8,40,000
Sales (units)	5200	9800	15300	
Selling price (Rs. per unit)	40	45	50	
Closing stocks (units)	400	600	700	

You are required to prepare Departmental trading account of Dabur Ltd. assuming that the rate of gross profit on sales is uniform in each case.

6. From the following figures you are required to prepare :
- Bad debts Account
 - Provision for bad debt Account
 - Profit and Loss Account

April 1, 2021	Provision for Bad debt	Rs. 2,500
March 31, 2022	Bad debt	Rs. 1,870
	Debtors	Rs. 20,000

Maintain Provision for bad debt at 5% on debtors.

SECTION—B

7. What do you mean by branch Accounting ? Explain 'Debtor System' and 'Stock and Debtor System' for keeping books of dependent branches with journal entries.
8. What do you mean by accounting concepts ? Explain in detail any five accounting concepts.
9. The following is the Trial Balance of M/s Sharma & Co. as on 31st March, 2022 :

Debit Balance	Rs.	Credit Balance	Rs.
Stock (1.04.2021)	66,810	Sales	6,31,000
Purchases	4,06,265	Provision for bad debts	10,000
Sundry debtors	1,25,500	Sundry creditors	79,320
Wages	57,850	Bills payable	9,870
Salaries	27,837	Commission accrued	
Furniture	18,130	not paid	1,755
Postage	1,565	Capital	25,000

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Fuel and Power	3,375	Outstanding wages	5,000
Commission	9,580		
Bad Debts	1,310		
Loan to Mukesh	7,500		
Cash in Hand	8,113		
Cash at Bank	16,980		
Drawings	11,130		
	7,61,945		7,61,945

Prepare the Trading and Profit and Loss Account for the year ended 31st March, 2021 and the Balance Sheet as on that date taking into consideration the following information :

- (a) Stock on 31st March, 2022 was Rs. 31,375.
- (b) Loan to Mukesh was given on 1st December, 2021 @ 10%.
- (c) Depreciation on furniture to charged @ 10%.
- (d) Sundry debtors include an item of Rs. 3,100 due from a customer who has become insolvent.
- (e) Provision for doubtful debts is to be maintained @ 5% on Sundry debtors.
- (f) Goods valued at Rs. 3,750 destroyed by fire and Insurance Co. admitted a claim for Rs. 2,500.

10. Chandigarh Traders Ltd. sends goods to its Chennai branch at cost plus 25%. The following particulars are available in respect of the Chennai branch for the year ended 31st March, 2022 :

Particulars	Rs.
Opening stock at branch at cost to branch	80,000
Goods sent to branch at invoice price	12,00,000
Loss in transit at invoice price	15,000
Pilferage at invoice price	6,000
Sales	12,19,000
Expenses	60,000
Closing stock at branch at cost to branch	40,000
Recovered from Insurance Co. against loss in transit	10,000

Show Ledger Accounts in the Head Office books for :

- (a) Branch Stock Account
- (b) Goods sent to Branch Account
- (c) Branch Adjustment Account
- (d) Branch Profit and Loss Account.

SECTION—C

11. What is Consignment ? Give journal entries in respect of consignment transactions in the books of consignor and consignee.
12. What do you mean by dissolution of partnership and dissolution of firm ? Discuss various methods of dissolution of firm ? Also explain rule of 'Garner Vs. Murray'.
13. Black & White entered into joint venture paying Rs. 30,000 and Rs. 50,000 respectively in joint bank account and sharing profits & losses in the ratio of 3:2. It was agreed that the joint bank account is to be used to purchases and sales, while each partner is to meet his joint venture expenses out of his private funds. Each partner is to charge commission @ 5% on sales made by him. The transaction for the year ended 31st March, 2019 were as follows :

Black purchased 80 tons of wheat @ Rs. 600/ton and his expenses were Rs. 3,000. White sold 60 tons of wheat @ Rs. 750/ton and his expenses were Rs. 2,000.

White purchased 10 tons of sugar for Rs. 7,000 and his expenses were Rs. 1,000. Black sold 8 tons of sugar Rs. 8,000 and his expenses were Rs. 500.

Prepare a Joint Venture Account, Joint Bank Account and the Personal Accounts of the Co-ventures and Balance Sheet as on 31st March, 2019.

14. Mohan and Sohan started a partnership business on 1st April, 2020. They contributed Rs. 30,000 and Rs. 20,000 respectively. Profits are to be shared in the ratio of their capitals, initially, contributed. Business continues for two years. Following was the result :

Year ending March 31, 2021 Rs. 30,000 (profit) (Before charging interest on Capital)

Year ending March 31, 2022 Rs. 22,000 (profit) (Before charging interest on Capital)

They decided to dissolve the partnership on March 31, 2022. Partners drawings were Rs. 4,000 each p.a. Creditors were Rs. 16,400 on the date of dissolution. Assets of the firm realised Rs. 75,000 at an expense of Rs. 550. Partners capital to carry interest @ 10% p.a. Prepare necessary accounts to close the books of the partnership business.

(i) Printed Pages : 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2122)

COMMERCIAL LAW

Paper : BCM-106

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **four** questions from Section A. Attempt any **two** questions each from Sections B and C.

SECTION—A

I. Attempt any **four** questions :

- (a) What are the agreements opposed to public policy ?
- (b) What is Doctrine of Promissory estoppel ?
- (c) Mr. Rohan hires a car of Mr. Sohan. The car is unsafe, but Mr. Sohan is not aware of it. Mr. Rohan is injured. Is Mr. Sohan responsible for the injury ?
- (d) What is public authority ?
- (e) Define the term 'Consumer' under Consumer Protection Act, 2019.
- (f) Unfair Trade Practices. 4×5=20

SECTION—B

- II. "All contracts are agreements but all agreements are not contracts". Discuss this statement.
- III. What are the various remedies available to a party in case of a breach of a contract ?
- IV. Explain various ways in which contract may be said to be discharged.
- V. What are the rules relating to the time and place of performance of contract under the Indian Contract Act ? When is the time deemed to be the essence of the contract ? $2 \times 15 = 30$

SECTION—C

- VI. What is the difference between Indemnity and Guarantee ? What are the circumstances under which the surety can be discharged ?
- VII. What is agency ? How an agency can be created under the laws of agency ?
- VIII. Define 'Pledge'. Who can make a valid pledge ? Discuss the rights of redemption of the pawner.
- IX. Explain in brief redressal machinery under the Consumer Protection Act, 2019. $2 \times 15 = 30$

(i) Printed Pages: 2

Roll No.

(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Commerce 1st Semester

(2122)

PRINCIPLES AND PRACTICES OF MANAGEMENT

Paper : BCM-107

Time Allowed : Three Hours]

[Maximum Marks : 80

Note :— Attempt **four** short answer type questions from Section A. Attempt **two** questions each from Section B and Section C respectively.

SECTION—A

1. Write short answers on any **four** of the following :

- (a) Nature of Management.
- (b) Process of Management By Objective.
- (c) Define Span of Control.
- (d) Importance of Communication.
- (e) Limitations of coordination.
- (f) Essentials of a good control system.

4×5

SECTION—B

2. Explain the contemporary approaches to Management. 15
3. What do you mean by Planning ? What are the steps involved in Planning? Discuss its significance. 15
4. Differentiate between decentralization and departmentation. Give the merits and demerits of Decentralization. 15
5. What is delegation of authority ? What are the challenges in effective delegation and how can it be overcome ? 15

SECTION—C

6. Define motivation. Explain in detail Herzberg's two factor theory of motivation. 15
7. "Leadership is situational"—in the light of this statement explain in brief the theories of leadership. 15
8. What are the basic steps in control ? Discuss the relationship between planning and control. 15
9. Differentiate between 'Coordination' and 'Cooperation'. Explain the methods of effective coordination. 15