BCA 1st Semester Examination
June-2014
Business Practices
Subject Code: MSL-111

Time Allowed: 03 hours. Maximum Marks: 100

Before answering the question paper the candidate should ensure that they have been supplied the correct question paper. Complaints in this regard, if any, shall not be entertained after the examination.

**Note:** Attempt five questions in total. Question No. 1 is compulsory and remaining four questions from Section A and B (Two questions from each section)

1. (a) Distinguish between management and administration.
   (b) How selection and recruitment are closely related.
   (c) What is scientific management?
   (d) Explain difference between marketing and selling. (5x4=20)

**SECTION – A**

2. What is training? Explain (20)
   (a) On-the-job training
   (b) Off-the-job training

3. What is management? Explain functions of management (20)

4. Explain the theories of management. (10x2=20)
   (a) Classical theories
   (b) Neo-classical theories

5. Explain (5x4=20)
   (a) organization
   (b) marketing
   (c) financial management
   (d) managerial levels

6. Explain the process of management (20)

7. Write short notes (10x2=20)
   (a) Sources of finance
   (b) Types of Organizational structure