

Section II (Principles of Management)**Part A**

Answer all questions.

1. What is meant by Job Analysis ? (2 marks)
2. What is the role of Balance Sheet ? (2 marks)
3. Name the elements of cost. (1 mark)

Part B

*Answer any two questions.
Each question carries 5 marks.*

4. Distinguish between Increment and Incentives.
 5. Explain the procedure for preparing a cost sheet.
 6. Discuss the basic concepts of marketing.
- (2 × 5 = 10 marks)

Part C

Answer all questions.

7. (a) Explain in detail about various types of decision-making.
- Or*
- (b) Explain the benefits of training and merit rating.
8. (a) Compare CPM and PERT project management techniques with suitable examples.

Or

- (b) Explain the basic principles of accounting.

(2 × 10 = 20 marks)