

**LOGANATHA NARAYANASAMY GOVT. COLLEGE (Autonomous), PONNERI – 601 204**

**APRIL 2020 SEMESTER EXAMINATIONS**

**VI SEMESTER – B.Com., CO - OPERATION**

Paper Code : **17UPM6A**

Title of the Paper : **Business Laws for Co-operatives**

DATE : **23.09.2020 AN**

Time : **90 Minutes**

Maximum Marks : **75 Marks**

**PART – A**

Answer any **FIVE** Questions from the following

1. What is contract?
2. What is Special Offer?
3. Define Quasi Contract.
4. Write a note on Pledge.
5. What is hire purchase agreement?
6. What do you mean by contract of sale?
7. Define Mortgage.
8. What is misappropriation?
9. Write any two advantages of payment of wages Act.
10. Mention any two objectives of money lenders Act.
11. What is bailment?
12. What is arbitration?

**PART – B**

Answer any **THREE** Questions from the following

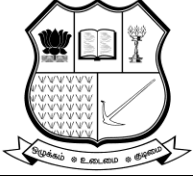
13. What are the essential features of valid contract?
14. Bring out the various modes of discharge of contract.
15. State the difference between condition and warranty.
16. Explain the punishment for criminal breach of trust.
17. Write the objectives of payment of bonus Act.
18. What are the powers of arbitrator?
19. What are the characteristics of sale of goods Act?

**PART – C**

Answer any **TWO** Questions from the following

20. Elaborate the different kinds of contracts.
21. Discuss the modes of termination of agency.
22. Difference between sale and agreement to sell.
23. What are the special features of consumer protection Act 1986?
24. Explain the general principles of sales tax Act.

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**APRIL 2020 SEMESTER EXAMINATIONS**

**VI SEMESTER – B.Com., CO - OPERATION**

Paper Code : **17UPM6B**

Title of the Paper : **Principles of Marketing**

DATE : **24.09.2020 AN**

Time : **90 Minutes**

Maximum Marks : **75 Marks**

**PART – A**

Answer any **FIVE** Questions from the following

1. What is marketing?
2. What is meant by modern marketing?
3. What do you mean by assembling?
4. What are auxiliary functions of marketing?
5. What is the channel of distribution?
6. What are manufactured goods?
7. Give the meaning of 'segmentation'.
8. What is salesman?
9. Who is wholesaler?
10. What is departmental store?
11. What is pricing?
12. What is advertisement?

**PART – B**

Answer any **THREE** Questions from the following

13. What are the importances of marketing?
14. What are the various methods of buying?
15. Discuss the objectives of cooperative marketing.
16. What are the components of marketing mix? List them in detail.
17. Spell out the features of good salesman.
18. Write down the structure of marketing.
19. What are functions of super market?

**PART – C**

Answer any **TWO** Questions from the following

20. Elaborate the various methods of modern concept.
21. Explain the various classifications of marketing functions.
22. Discuss the problems in marketing of agricultural goods.
23. Enumerate the objectives of advertising.
24. Explain the significance and different types of retailers.

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**APRIL 2020 SEMESTER EXAMINATIONS**

**VI SEMESTER – B.Com., CO - OPERATION**

Paper Code : **17UPM6C**

Title of the Paper : **Co-Operative Entrepreneurship Development**

DATE : **25.09.2020 FN**

Time : **90 Minutes**

Maximum Marks : **75 Marks**

**PART – A**

Answer any **FIVE** Questions from the following

1. Who is an entrepreneur?
2. Define entrepreneurship?
3. Write the problems of women entrepreneur.
4. What is entrepreneurship development programme?
5. What is project identification?
6. What do you mean by feasibility analysis?
7. What is project formulation?
8. Write about small scale industries.
9. What is field visits?
10. What is entrepreneurial profiles?
11. What is Rural industries?
12. What do you mean by unemployment?

**PART – B**

Answer any **THREE** Questions from the following

13. What are the characteristics of entrepreneurship.
14. State the factors influencing entrepreneurship development.
15. List out the agencies for EDP.
16. What are the elements of project formulation.
17. State the procedure for licensing project.
18. Explain the importance of small-scale industries.
19. State the importance of finance for project.

**PART – C**

Answer any **TWO** Questions from the following

20. Discuss the Role of Cooperatives in Entrepreneurship development.
21. Explain the various scheme and incentives for promotion of women entrepreneurship.
22. Discuss two different phases of project life cycle.
23. Discuss the role played by government in entrepreneurial development.
24. India need small entrepreneurs three large –Discuss.

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**APRIL 2020 SEMESTER EXAMINATIONS**

**VI SEMESTER – B.Com., CO - OPERATION**

Paper Code : **17UPM6D**

Title of the Paper : **Co-Operative Business Communication  
and Management Information system**

DATE : **26.09.2020 FN**

Time : **90 Minutes**

Maximum Marks : **75 Marks**

**PART – A**

Answer any **FIVE** Questions from the following

1. Define communication.
2. Write a short note on horizontal communication.
3. What is sales letter?
4. Define business report.
5. What is Agenda?
6. What do you understand Salutation?
7. Define Agency.
8. What do you mean information?
9. Mention the common errors in the business letters.
10. What is export business?
11. What is MIS?
12. What are the classification Report.

**PART – B**

Answer any **THREE** Questions from the following

13. How the MIS is useful for cooperative organization?
14. What are the purposes of Précis writing?
15. Explain the objectives of communication.
16. Briefly explain the barriers of business communication.
17. What are the advantages and disadvantages of written communication?
18. Draft a letter of regret to a bank customer.
19. Draft the minutes of Annual General meeting of a company know to you.

**PART – C**

Answer any **TWO** Questions from the following

20. How to write a business letter – discuss.
21. Draft an application for the post of General Manager in an MNC .
22. Explain the qualities and characteristics of good Report.
23. Discuss the steps in precise writing.
24. Explain the guidelines for making an MIS effectively.

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