

**VIVEKANANDHA COLLEGE FOR WOMEN
DEPARTMENT OF COMMERCE
BUSINESS LAW
II.B.COM (CA)**

Time: Three hours

Maximum:75 marks

SECTION A – (10*2=20 marks)

Answer ALL questions

1. what is commercial law?
2. what is an offer?
3. define contract.
4. who are the person incompetent to contract?
5. what is meant by void agreement
6. what is a promise?
7. define quasi contract
8. what is an agreement?
9. what do you mean by consideration
10. write a note on “quantum merit”.

SECTION – B(5*5=25)

Answer ALL questions

- 11.a)what are the rules to offer?(or)
b)state the rules regarding the acceptance.
- 12.a)define coercion.what are the difference between coercion and undue influence?(or)
b)what are the sources of Indian mercantile law?
- 13.a)write a detailed note on kinds of damages? (or)
b) Point out the essentials of frauds?
- 14.a)Mention the characteristics of contingent contract? (or)
b)What are the requisites of a valid tender?
- 15.a)All contracts are agreement but all agreement are not contract. Discuss (or)
B)What is revocation and rules regarding revocation?

SECTION – C(10*3=30)

Answer any 3questions

- 16.Explain the essentials elements of a valid contract?
- 17.Explain the remedies for breach of contract?
- 18.What are the various types of contract Explain?
- 19.Explain various methods involved in discharge of a contract?
- 20.What do you understand by the term of performance of contract. Explain in details.

Time: Three hours

Maximum:75 marks

SECTION-A(10*2=20)
ANSWER ALL THE QUESTIONS

- 1.define salesmanship
- 2.expand "ACMEE"
- 3.what are the features of salesmanship?
- 4.define advertising
- 5.what is creative salesmanship?
- 6.what is training
- 7.what do you mean by recruitment?
- 8.what is a sales report?
- 9.what is a "role play"
- 10.what are "Fringe Benefit"

SECTION-A(5*5=25)
ANSWER ALL THE QUESTIONS

- 11.a)Explain the modern concept of salesmanship(or)
b)what are the objectives of personal selling.
- 12.a)discuss the different methods of training(or)
b)discuss the importance of right selection.
- 13.a)what are the advantages of personal selling.explain
b)write about the difference between personal selling and salesmanship.
- 14.a)describe the advantages of sales report.(or)
b)what are the factors to be considered in establishing sales territories.
- 15.a)discuss the functions of the different types of salesman(or)
b)"salesman are born and not made"-Discuss.

SECTION-A(10*3=30)
ANSWER ANY THREE QUESTIONS

- 16.Discuss the importance of a salesmanship/
- 17.explain the procedure involved in the recruitment and selection of a salesman.
- 18.describe the advantages of a salesman in detail.
- 19.what are the qualities expected from a salesman ?explain in detail.
- 20.explain the various methods of evaluating the perform