

The figures in the margin indicate full marks.
Candidates are required to give their answers in their own words as far as practicable.

Answer Question No. 1 ( Group-A ) and any two from each of the Group-B and Group-C.

## GROUP - A

Answer any seven questions. $7 \times 2=14$

1. Choose the correct answer with a brief justification :
i) WTO was formed in the year
a) 1994
b) 1995
c) 1996
d) 1997 .
ii) Which of the following is not treated as the Intellectual Property Rights ?
a) Patent
b) Copyrights
c) Trade marks
d) Goodwill.
a) Internet
b) Govt. data
c) Questionnaire
d) None of these.
iv) Which of the following is performed at the end of research method?
a) Data verification
b) Preparation of research report
c) Hypothesis testing
d) None of these.
v) In a classroom, communication takes place through
a) Verbal mode
b) non-verbal mode
c) both verbal and non-verbal modes
d) none of these.
vi) The approach to learning that views that memory plays an important role in learning is the
a) Cognitive approach
b) Gestalt approach
c) Constructivist approach
d) none of these.
vii) In a classroom we have the $\qquad$ learners.
a) Visual
b) Auditory
c) Kinesthetic
d) All of these.
viii) To help students to find answer to a question a teacher may use
a) closure
b) understand
c) probing
d) none of these.

2. a) What is learning ? Is learning equivalent to performance? Explain Classical conditioning and Operant conditioning theory. $2+2+5+5$

OR
b) What do you mean by classroom management ? Mention some techniques of effective classroom management. What are the barriers to proper classroom management? $\quad 2+6+6$
3. a) What is questionnaire ? Discuss some advantages and disadvantages of questionnaire.
$2+6+6$
OR
b) What is correlation coefficient ? Calculate correlation coefficient from the following data :

| $\mathbf{X}:$ | 31 | 25 | 29 | 30 | 27 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{Y}:$ | 52 | 43 | 49 | 54 | 50 |

## GROUP - C

Answer any two questions. $2 \times 14=28$
4. a) Distinguish between Feasibility and Viability of a Project. Mention few causes which affect Project Viability.
b) What is SWOT Analysis ? Explain its importance. $7+7$
5. a) Discuss the procedure of obtaining patent.

OR
b) Mention the areas in which the Copyright is applicable. Write a note on Ownership of Copyright.

OR
c) What is Patent Register ? What are the actions taken for Infringement of Patent?
$4+10$
6. a) Explain Payback Period in a decision. What are its limitations ?
b) The following details relate to 2 mutually exclusive projects, Project- $A$ and Project-B. Find out Discounted Payback Period for both the projects and give your comments.
Both the projects are of 5 years life and require an initial outlay of Rs. 10,000. Consider cost of capital as $10 \%$.

| Year | $P V$ of Re. 1 <br> at $10 \%$ | Cash flows (Rs.) |  |
| :--- | :--- | :---: | :---: |
|  | 0.909 | 5,000 | 2,000 |
| 1 | 0.826 | 4,000 | 4,000 |
| 2 | 0.751 | 3,500 | 6,000 |
| 3 | 0.683 | 2,500 | 4,000 |
| 4 | 0.621 | 1,500 | 4,000 |
| 5 |  |  | $4+10$ |

7. a) PERT is considered to a better tool than Gantt chart for handling a complex project with multivarious activities. Explain.
b) The duration and variable costs associate to each activity of a project are given below. Determine the optimal duration and completion cost of the project.

| Activity | Normal time <br> (days ) | Crash time <br> ( days ) | Normal cost <br> ( Rs. ) | Crash cost <br> ( Rs. ) |
| :---: | :---: | :---: | :---: | :---: |
| $1-2$ | 2 | 2 | 1,000 | 1,000 |
| $1-3$ | 4 | 3 | 3,000 | 3,500 |
| $2-4$ | 4 | 2 | 4,000 | 6,000 |
| $3-4$ | 4 | 2 | 1,000 | 4,000 |

For the project a fixed cost of Rs. 2,500 is required to incurred per day till the project completed. $2+12$

