

**April 2018***Time – Three hours  
(Maximum Marks: 75)*

*[N.B: (1) Q.No. 8 in PART – A and Q.No. 16 in PART – B are compulsory.  
Answer any FOUR questions from the remaining in each PART – A  
and PART – B*

*(2) Answer division (a) or division (b) of each question in PART – C.*

*(3) Each question carries 2 marks in PART – A, 3 marks in Part – B and  
10 marks in PART – C. ]*

**PART – A**

1. Define management.
2. What is formal communication?
3. What is meant by fixed capital?
4. What is safety stock?
5. Mention any three material handling equipment in the goods vehicle depot.
6. What do you mean by peak hour demand?
7. Define minibus.
8. What is overhead?

**PART – B**

9. State the important functions of manager.
10. State the types of wage payment by results.
11. What is meant by depreciation?
12. State any three objectives of stock control.
13. Write down the importance of insurance of goods and vehicle.
14. State the important objectives of traffic investigation.
15. What is the purpose of road signals?
16. Write down the advantages of advertisement.

**[Turn over.....**

PART - C

17. (a) State and explain the Taylor's principle of scientific management.

(Or)

(b) Elaborate on the procedure followed in selecting employees.

18. (a) Briefly explain the procedure for fixing selling price for a product.

(Or)

(b) With a neat diagram, explain the various aspects of procurement and consumption cycle.

19. (a) With neat diagram, explain the layout of garage and depot for goods transport vehicle.

(Or)

(b) Write short notes on the following:

(i) Transshipment                      (ii) Sub-contracting.

20. (a) How shortest operating distance is evaluated with the help CPM technique? Explain.

(Or)

(b) Write short notes on the following:

(i) Fare table calculation              (ii) Trip sheet.

21. (a) Briefly explain the procedure for registering a vehicle.

(Or)

(b) Write short notes on the following:

(i) Channels of distribution              (ii) Market research.

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