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P.T.O.

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3.	A)	Answer the following in a word or a phrase.	[1]
		A letter of which many copies are made and sent out.	
	B)	Choose the correct alternative and re-write the statement.	[1]
		A person who buys (or hires) goods or services for a consideration which has been fully or partly paid is known as	
		a) consumer b) seller c) client d) customer	
	C)	What is the procedure to be followed to obtain information under the Right To Information Act ? (six points)	[3]
	D)	State and explain any five skills required for excellent customer service.	[5]
		OR	
		State and explain the types of customer service. (five points)	
4.	A)	Answer the following question in one sentence What is 'Leadership'?	[1]
	B)	State and explain any two factors influencing leadership style.	[2]
	C)	What are the different purposes of a sales letter? (four points)	[2]
	D)	Explain the types of "Selection Interviews".(four points)	[2]
	E)	State and explain the responsibilities of an Accountant. (three Points)	[3]
5.	A)	Answer the following in a word or a phrase.	[1]
		The type of Job Interview where an applicant answers questions from a group of people who make the hiring decision.	
	B)	Explain the importance of "Sales letter" in business.	[2]
	C)	Write a short note on "Appraisal Interview".	[2]
	D)	State four important Redressal Laws Passed in India for Consumer . Protection.	[2]
	E)	State and explain the three categories of services.	[3]

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